

Purchasing Week

MCGRAW-HILL'S NATIONAL NEWSPAPER OF PURCHASING

Price Perspective	2
Washington Perspective	4
Purchasing Week Asks You...	11
New Products	16
Foreign Perspective	19
Profitable Reading for P.A.'s...	19

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New York, N. Y. December 22, 1958

\$6 A YEAR U. S. \$25 A YEAR FOREIGN

Congress Gets No Decision on Rising Prices

Washington—Congress wound up its year-long study of rising prices last week with a virtual no-decision verdict on what to do about them. But the Joint Economic Committee ended its inquiry in the midst of political plans for a new and even broader study of the same perplexing inflation problem in 1959.

Highlighting to the committee's four days of economic testimony were:

- Senate Democratic Leader Lyndon Johnson's proposal that the same committee tackle the inflation bogeyman again in the new 86th Congress.

- Increasing demands (mostly by labor spokesmen) that big companies be required to give advance notice of price increases. Business leaders denounce this, but Senator Joseph O'Mahoney (D-Wyo.) said he favors federal review of price boosts and announced he would offer a bill

(Continued on page 22)

Industrial Production Up 3 Pts. in November

Washington — The nation's industrial production jumped up again in November by scoring a 3 point gain over the October total. The Federal Reserve Board put the seasonally adjusted index at 141 (1947-49 equals 100), just four points behind the record high in August, 1957.

The major share of the boost

(Continued on page 21)



THREE DAYS BEFORE CHRISTMAS and Frank Newbert, Co., is perplexed. What will "Santa" buy for sons Philip, 14, left; Frank, Jr., 23; and David, age 16?

Washington State Looking for P.A.

Olympia, Wash.—Gov. Albert Rosellini is looking for someone with public buying know-how to direct the State of Washington's recently criticized purchasing operations.

Rosellini also said that the state's purchasing system will get a going over by a private firm of consultants.

Lloyd K. Nelson, director of the State Department of General

(Continued on page 4)

Purchasing Agents Better Buyers But not for Family Christmas Gifts

New York—As Christmas shoppers, purchasing agents claim to be no better (or worse) than any other family men in the United States.

Longshoremen Lift Ban on Containers

New York — Longshoremen last week removed their ban against handling freight containers on New York piers. The issue developed out of the larger problem surrounding the International Longshoremen's Association fight against pier automation which has been bubbling for some time.

The I.L.A. had refused for several weeks to handle cargo containers used by firms which insti-

(Continued on page 22)

Some may try to combine the best talents of St. Nick and Scrooge. But P.A.'s about to don the role of Santa Claus confided to PURCHASING WEEK, Christmas

(Continued on page 21)

Conn. Adopts Pre-Purchase Quality Control

Hartford, Conn.—The State of Connecticut has adopted a pre-purchase quality control system. With it, Supervisor of Purchases C. L. Magnuson has taken dead aim on the costly and time-consuming "exchange" problem

faced when products fail to meet required specs.

Magnuson established his pre-purchase quality control so that before "actually going into the market," he is assured each prod-

(Continued on page 21)

This Week's

Purchasing Perspective

DEC. 22-28

'Twas the week before Christmas and there in his chair, the P.A. sat dreaming . . . not a salesman was there.

So . . .

He wrote a purchase order to Santa Claus. A file copy found its way to Purchasing Week too, and here is what it listed:

- A desk timer that turns salesmen on and then firmly shuts them off when you've had it.
- A simple formula which indicates the right time and place to buy the right product at the right price.
- A package of low, low, low prices for 1959.
- In addition to price reductions, suppliers who ship everything according to specification and no slipups in delivery dates.
- A Christmas stocking loaded with high quality and prompt service.
- Less paperwork.
- More hours in the day.
- A red-haired secretary.
- More orders for the production department.
- A self-starting value analysis-standardization program.
- A bigger office and more pay.
- A better understanding of materials management.
- Advance notice of what's going to happen in the steel industry contract negotiations next June.

(Continued on page 21)

Ex-Purchasing Men Head Electronics Firm



TWO FORMER PURCHASING MEN now heading their own electronics firm, Topp Industries, Inc., are Bernard F. Gira, left, and H. J. Petersen.

Los Angeles—Less than four years ago two former purchasing agents joined resources and talents to found a single integrated electronics company. Now on the verge of expanding current \$10 million annual sales to more than \$16 million, the chief executives of Topp Industries, Inc., credit sound, aggressive procurement with a big share of their fabulous success story.

The company—headed by Bernard F. Gira and Herbert J. Petersen—created a stir in the industrial world recently by backing an inventive young couple who developed a revolutionary device for low cost machine tool automation. Gira and Petersen, both 41 and president and executive vice president respectively of Topp, hope to expand

(Continued on page 21)



This index was designed by the McGraw-Hill Department of Economics to serve as an overall sensitive barometer of movements in industrial raw

material prices. The index is not intended to give price movements of specific commodities. The items used are important only in that, together, they re-

fect the current general market trend in sensitive industrials. Weekly prices for most of the items covered are published in "Commodity Prices" below.

This Week's

Price Perspective

DECEMBER 22-28

Recent wavering in Purchasing Week's Industrial Material Price Barometer can hardly be attributed to chance factors alone.

It's significant in that it reflects current hesitancy—the type of "stop and go" recovery—that we've been experiencing recently.

Sure production is improving, and the employment picture is brightening. But there are few signs of any real across-the-board upsurge.

We just do not have the type of climate today that evokes sharp sustained rises in sensitive commodity tags.

But it's a type of business climate that is likely to persist for some time. It means you can look forward to this "irregularly upward" type of price movement through the first quarter 1959.

Current lack-luster production picture, however, isn't the only reason behind this erratic movement in volatile commodity tags.

Psychological factors also have to be appraised.

Early this fall widespread optimism about a quick bounceback may have given sensitive tags an added buoyancy.

But this booster has fizzled out along with the realization that the road back to production peaks will be slow and gradual.

It has tended to put a damper on enthusiasm—which always has a way of permeating through to commodity markets.

Certainly more-than-ample supplies have helped add fuel to these psychological fires.

When you know the most commodities are piled up high on suppliers' shelves, the incentive to bid up prices is just not there.

Foreign buying patterns also have to be examined when making any appraisal of sensitive commodity movements.

Many overseas countries have been going through a mild recession. England, Germany and Japan, for example, have all suffered some degree of setback—certainly enough to diminish world demand for raw materials.

And it's important to keep in mind that prices on these raw commodities are particularly sensitive to small fluctuations in global buying.

Reason: This type of product always tends toward homogeneity or "sameness"—as far as quality is concerned. Thus, copper is copper wherever you mine it. Therefore the tendency is to find the cheapest source.

Contrast that with finished goods like machinery. Here, products are never exactly alike. It leads to hesitation before any substitution is attempted, and thus the price influence tends to be blunted.

Recent copper behavior illustrates how this "sameness" quality leads to price interaction and repercussions.

- Foreign copper in early '58 was selling below the U. S. variety.
- Since quality was the same, many buyers began to import—finding it cheaper even when transportation and other costs were added.

- Domestic demand suffered.
- Producers here reduced tags to make their product competitive again.
- Result: Whether you bought foreign copper or not, it had a direct effect on the price you ultimately paid for the red metal.

It again points up the need of keeping a watchful eye on foreign developments. They can often give you advance warning of changes in prices of goods you buy on this side of the Atlantic.

This Week's Commodity Prices

	Dec. 17	Dec. 10	Year Ago	% Yrly Change
METALS				
Pig iron, Bessemer, Pitts., gross ton	67.00	67.00	67.00	0
Pig iron, basic, valley, gross ton	66.00	66.00	66.00	0
Steel, billets, Pitts., net ton	80.00	80.00	77.50	+ 3.2
Steel, structural shapes, Pitts., cwt	5.50	5.50	5.275	+ 4.3
Steel, structural shapes, Los Angeles, cwt	6.20	6.20	5.975	+ 3.8
Steel, bars, del., Phila., cwt	5.975	5.975	5.725	+ 4.4
Steel, bars, Pitts., cwt	5.675	5.675	5.425	+ 4.6
Steel, plates, Chicago, cwt	5.30	5.30	5.10	+ 3.9
Steel scrap, #1 heavy, del. Pitts., gross ton	42.00	42.00	31.50	+33.3
Steel scrap, #1 heavy, del. Cleve., gross ton	38.50	38.00	26.50	+45.3
Steel scrap, #1 heavy, del. Chicago, gross ton	42.00	42.00	31.00	+35.5
Aluminum, pig, lb	.247	.247	.26	- 5.0
Secondary aluminum, #380 lb	.218	.218	.223	- 2.3
Copper, electrolytic, wire bars, refinery, lb	.286	.286	.263	+ 8.7
Copper scrap, #2, smelters price, lb	.225	.225	.19	+18.4
Lead, common, N.Y., lb	.13	.13	.13	0
Nickel, electrolytic, producers, lb	.74	.74	.74	0
Nickel, electrolytic, dealers, lb	.74	.74	.70	+ 5.7
Tin, Straits, N.Y., lb	.989	.991	.928	+ 6.6
Zinc, Prime West, East St. Louis, lb	.115	.115	.10	+15.0
FUELS				
Fuel oil #6 or Bunker C, Gulf, bbl	2.00	2.00	2.55	-21.6
Fuel oil #6 or Bunker C, N.Y. barge, bbl	2.37	2.37	2.95	-19.7
Heavy fuel, PS 400, Los Angeles, rack, bbl	2.15	2.15	2.85	-24.6
LP-Gas, Propane, Okla. tank cars, gal	.05	.06	.045	+11.1
Gasoline, 91 oct. reg, Chicago, tank car, gal	.115	.115	.128	-10.2
Gasoline, 84 oct. reg, Los Angeles, rack, gal	.108	.108	.126	-14.3
Coal, bituminous, slack, ton	5.75	5.75	6.05	- 5.0
Coke, Connellsville, furnace, ton	15.25	15.25	15.25	0
CHEMICALS				
Ammonia, anhydros, refrigeration, tanks, ton	86.50	86.50	86.50	0
Benzene, petroleum, tanks, Houston, gal	.31	.31	.36	-13.9
Caustic soda, 76% solid, drums, carlots, cwt	4.80	4.80	4.30	+11.6
Coconut, oil, inedible, crude, tanks, N.Y. lb	.205	.205	.148	+38.5
Glycerine, synthetic, tanks, lb	.278	.278	.28	- .7
Linseed oil, raw, in drums, carlots, lb	.163	.165	.187	-12.8
Phthalic anhydride, tanks, lb	.205	.205	.205	0
Polyethylene resin, high pressure molding, carlots, lb	.325	.325	.35	- 7.2
Rosin, W.G. grade, carlots, f.o.b. N.Y. cwt	9.65	9.65	9.20	+ 4.9
Shellac, T.N., N.Y. lb	.31	.31	.34	- 8.8
Soda ash, 58%, light, carlots, cwt	1.55	1.55	1.55	0
Sulfur, crude, bulk, long ton	23.50	23.50	23.50	0
Sulfuric acid, 66° commercial, tanks, ton	22.35	22.35	22.35	0
Tallow, inedible, fancy, tank cars, N.Y. lb	.079	.08	.085	- 7.1
Titanium dioxide, anatase, reg. carlots, lb	.255	.255	.255	0
PAPER				
Book paper, A grade, Eng finish, Untrimmed, carlots, CWT	17.00	17.00	17.00	0
Bond paper, #1 sulfite, water marked 20 lb, carton lots, CWT	24.20	24.20	24.20	0
Chipboard, del. N.Y., carlots, ton	100.00	100.00	100.00	0
Wrapping paper, std. Kraft, basis wt. 50 lb rolls	9.00	9.00	9.50	- 5.3
Gummed sealing tape, #2, 60 lb basis, 600 ft bundle	6.40	6.40	6.40	0
Old corrugated boxes, dealers, Chicago, ton	23.00	23.00	17.00	+35.3
BUILDING MATERIALS				
Brick, del. N.Y., 1000	41.25	41.25	41.25	0
Cement, Portland, bulk, del. N.Y., bbl	4.14	4.14	4.42	- 6.3
Glass, window, single B, 40" Bracket, box, fob N.Y.	7.90	7.90	7.09	+11.4
Southern pine lumber, 2x4, s4s, trucklots, fob N.Y.	118.00	118.00	113.00	+ 4.4
Douglas fir lumber, 2x4, s4s, carlots, fob Chicago	129.00	129.00	113.00	+14.2
TEXTILES				
Burlap, 10 oz, 40", 100 yd	10.65	10.60	10.55	+ .9
Cotton, middling, 1", N.Y., lb	.357	.344	.366	- 2.5
Printcloth, 39", 80x80, N.Y., spot, yd	.182	.182	.178	+ 2.2
Rayon, satin acetate, N.Y., yd	.258	.26	.305	-15.4
Wool tops, N.Y. lb	1.435	1.435	1.570	- 8.6
HIDES AND RUBBER				
Hides, cow, light native, packers, lb	.19	.19	.135	+40.7
Rubber, #1 std ribbed smoked sheets, lb	.306	.304	.29	+ 5.5

Price Changes for P.A.'s

Petroleum and Products—Recent cold weather has caused midcontinent refiners to raise bulk prices on light heating oils for northern shipment by $\frac{1}{4}$ ¢ a gal. New quotes put No. 1 fuel oil at 10¢ a gal., No. 2 at 9 $\frac{1}{4}$ ¢ a gal., kerosene at 10 $\frac{3}{8}$ ¢ a gal., and diesel fuel at 10¢ a gal.

Esso Standard Oil Co. has boosted its tags of light fuel oils by 0.3¢ a gal. in the marketing area from Maine to Louisiana. An exception is New Jersey where tank wagon tags have been boosted $\frac{1}{2}$ ¢ a gal. It puts No. 2 fuel oil in New York City at 14.9¢ a gal. No. 4 and No. 5 fuel oil also went up 10 to 18¢ a bbl. in major Eastern cities, it was reported.

Bulk prices on No. 6 fuel oil have been boosted 10¢ a bbl. for northern shipment by midcontinent refiners. Prices on No. 6 fuel now range upwards from \$1.70 a bbl. Rising demand and lower supplies are reported responsible.

Continental Oil Co. has reduced its posted price for Kansas 40-deg.-gravity crude oil by 7¢ a bbl. New price is \$3.08 a bbl.

Major refiners have boosted distillate oil tags in New York City and various North Carolina locations. The boost amounts to $\frac{1}{2}$ ¢ a gal. in New York City tank wagon prices, and 0.4¢ a gal. for kerosene, diesel fuel oil and No. 2 fuel oil in North Carolina.

Gulf Coast refiners have boosted tags of light heating oils, kerosene, and diesel fuel $\frac{1}{4}$ ¢ a gal. for northern shipments. Strong demand and low stocks are reported responsible for the boost. It puts No. 2 fuel prices at about 9 $\frac{1}{8}$ ¢ a gal., kerosene at 9 $\frac{3}{8}$ ¢ a gal., and diesel fuels at from 9 $\frac{1}{4}$ ¢ to 9 $\frac{1}{2}$ ¢ a gal.

Chemicals—Union Carbide Chemicals Co. has boosted its price differential to 1 $\frac{1}{2}$ ¢ from 1¢ a lb. on shipments of less than carload lots.

Stainless Steel—Crucible Steel Co. of America has boosted its base tags of stainless steel billets, wire, and bars by 3 $\frac{3}{4}$ %. Higher labor costs are reported responsible for the steel price increase by the company.

Textiles—Cone Mills, Inc., has boosted cotton flannelette prices $\frac{1}{2}$ ¢ a yd. It puts the 36-inch 4.75 yd. cloth up to 22 $\frac{1}{2}$ ¢ for solids and 27 $\frac{1}{2}$ ¢ for prints.

Finished slack Sateen for the first quarter has been boosted again by 1 $\frac{1}{2}$ ¢ a yd. Improved demand and lower supplies are reported responsible for the boost.

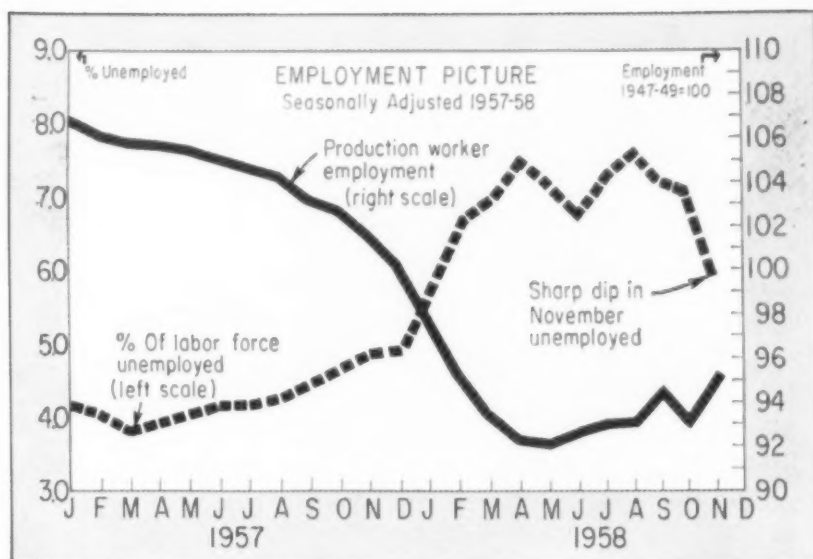
Epichlorohydrine—Prices on technical grade epichlorohydrine have been cut 2 $\frac{1}{2}$ to 3¢ a lb. because of stiff competition. Tankcar price is now 30¢ a lb., with carlots, truckloads, or mixed carlots available at 32 $\frac{1}{2}$ ¢ a lb. Less-carlot quantities are available at 34¢ a lb.

Orange Oil—Recent drops in orange oil tags put current quotations at from \$1.20 to \$1.25 a lb. That leaves them about 75¢ a lb. below the top price for 1958.

Barium Oxide—Westvaco Chemical Co. has boosted barium oxide prices by $\frac{1}{2}$ ¢ a lb. This first price change since early 1957 puts the cost at 13 $\frac{3}{4}$ ¢ a lb. in carload quantities.

Carpets—A number of major carpet producers have announced price increases of from 2 $\frac{1}{2}$ to 3% on a number of running line and contract grades of carpets. The increases, scheduled for early January, are due to increased costs.

IMPROVING EMPLOYMENT OUTLOOK reflects the gradual fall and winter business pickup. Most encouraging is the decline in the number of unemployed. Only 5.9% of the labor force is out of work—a drop of a full percentage point from the previous month and the lowest level since January of this year. Also mildly encouraging is the number of production workers in factories—now at the highest level in nine months, though still well below 1957 peaks.



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Washington Perspective

DEC. 22-28

A Washington solution to the inflationary problem will be a political one.

Any doubts on that score were laid to rest following the windup of the Joint Economic Committee's price investigation. (see page 1). Professional economists—those who should know the workings of the economy best and be most likely to prescribe a cure—failed to provide the solution. Not only did the experts fail to come up with concrete answers, they could not even agree on whether inflation was a serious problem.

This puts the problem squarely in the lap of Congress. Any direction will have to come from it. Congress can seek guidance and professional opinion from another batch of economists next year. But in the end, it will be the Congressmen who attack the program, not the economists.

One thing that the committee's efforts produced this year was a thorough examination of the role that prices play in the economy and how price determinations are reached. This will prove a solid theoretical base for the committee next year when it plunges directly into the very real problem of combatting inflation.

There won't be any direct price controls. Congress isn't thinking in this direction. But Democrats are leaning heavily in the direction of more federal action. More talk is being heard about requiring companies to notify the government of planned price increases ahead of time. More serious thought is being given to Senator Lyndon Johnson's demand that the whole fabric of the economy be looked at—to find out about productivity, wage-price spirals, etc.

Any program the Democrats come up with will be hard to swallow and will meet lots of opposition. Plans will be experimental, dealing as they are with the tricky new area of creeping inflation about which much still remains to be learned.

But Democrats are determined to make the attempt, in good part for political reasons. Democrats want an answer, and want one quickly, because the threat of inflation is being used by the Administration as a weapon against their spending programs.

Food manufacturers will be the next major industry group to come under Congressional scrutiny. This fits in with Democratic plans to investigate business right up to the 1960 elections.

Sen. Hubert Humphrey (D-Minn.) says his Small Business Subcommittee on trade will look into the food industry if a Federal Trade Commission investigation does not satisfy him.

Humphrey's presidential aspirations would be given an added boost by such an investigation, dealing as it is with a subject of such widespread immediate interest to consumers.

The F.T.C. investigation may last another six to nine months, so that any study by the Humphrey Subcommittee could not get underway until the 1960 election year.

The commission is limiting its study for now to concentration in the food retailing industry. But it also will look into food processing and manufacturing as it relates to retailing. One aim of the study is to determine why the big spread between what the farmer receives for his crops and the price charged to consumers.

Another Democratic presidential contender also will be plowing the same field. Senator Estes Kefauver's Antimonopoly Subcommittee will be taking a closer look next year at bread prices in urban centers as an offshoot of its administered price studies.

Sen. Joseph O'Mahoney (D-Wyo.) also is in favor of a federal review of any proposed price increases. He says he's going to press for passage next year of a bill he first introduced 10 years ago to have large corporations give the Commerce Department six months advance notice of any increase in their prices.

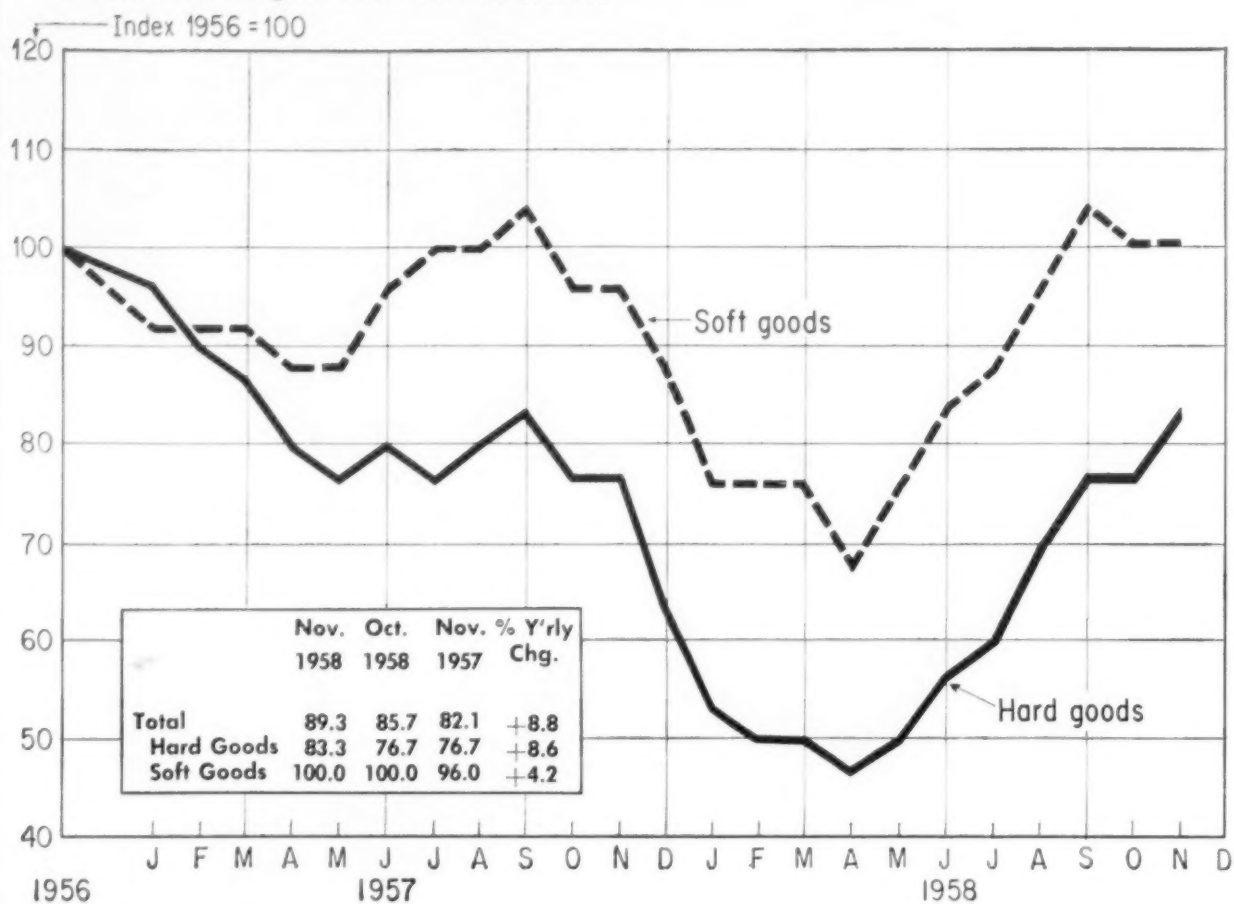
Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	2,036	1,985*	1,742
Autos, units	139,562	147,361*	145,503
Trucks, units	22,592	22,596*	22,691
Crude runs, thous bbl daily aver	7,788	7,666	7,774
Distillate fuel oil, thous bbl	13,651	12,620	13,118
Residual fuel oil, thous bbl	7,011	6,712	7,761
Gasoline, thous bbl	28,240	28,146	27,336
Petroleum refineries operating rate, %	81.2	79.9	85.6
Container board, thous tons	160,318	143,877	147,065
Boxboard, thous tons	149,219	133,405	141,811
Paper operating rate, %	90.3	86.5*	91.1
Lumber, thous of board ft	228,304	196,390	211,953
Bituminous coal, daily aver thous tons	1,438	1,513*	1,538
Electric power, million kilowatt hours	13,017	12,274*	12,315
Eng const awards, mil \$ Eng News-Rec	291.8	353.3	265.6

*Revised

OVERTIME HOURS

Manufacturing Production Workers



Overtime Rises 4% in November

New York—Factory overtime, as measured by PURCHASING WEEK's overtime hour index racked up another healthy gain in November. The latest level, 89.3 (1956 equals 100), represents a 4% gain above the previous month, almost a 9% increase above overtime levels of a year ago.

Significantly enough, the entire rise for November was centered in the key hard goods sector which ran some 9% above the previous month. Much of the increase was due to stepped up overtime activity in the automobile field.

First Time to Top '57

This marks the first time in 1958 that overtime has topped year ago levels. And based on preliminary December reports, this month's results should be even better.

This index has been specially designed for purchasing executives to signal changes in output and general economic activity well in advance of usual business barometers.

A rising index, for example, always indicates an improving level of activity. That's because factory managers usually resort to expensive overtime only when they have to—when new orders begin piling up and getting out of hand.

October Breakdown

An industry-by-industry breakdown for October is presented in the table at right. Note that several major hard goods areas were already well above year-ago levels at that time. The biggest increase (ordnance and accessories, plus 85.3%) represents increased defense activity.

In the soft goods sector the biggest gain was racked up by textiles (17.3%)—indicating continuing recovery. When taken together with the apparel gain, it indicates the improvement is general throughout the cloth and clothing field.

Overtime Hours of Manufacturing Production Workers Index

1956=100

	Latest Month*	Month Ago	Year Ago	% Yrly Change
Hard Goods				
Ordinance & Accessories....	76.7	82.8	41.4	+85.3
Lumber & Wood.....	112.1	112.1	87.9	+27.5
Furniture & Fixtures.....	107.1	107.1	92.9	+15.3
Stone, Clay & Glass.....	94.4	94.4	91.7	+ 2.9
Primary Metals.....	53.6	60.7	57.1	- 6.1
Fabricated Metal Products..	86.7	86.7	96.7	-10.4
Non Electrical Machinery..	48.6	48.6	56.8	-14.4
Electrical Machinery.....	76.9	84.6	65.4	+17.6
Transportation Equipment..	72.4	69.0	75.9	- 4.6
Instruments.....	78.3	78.3	82.6	- 5.2
Soft Goods				
Food.....	106.1	106.1	97.0	+ 9.4
Tobacco.....	90.9	118.2	127.3	-28.6
Textile Mill Products.....	103.8	96.2	88.5	+17.3
Apparel.....	108.3	108.3	100.0	+ 8.3
Paper.....	97.8	97.8	97.8	0
Printing & Publishing.....	81.3	84.5	93.8	-13.3
Chemicals.....	100.0	95.7	95.7	+ 4.5
Petroleum & Coal Products..	75.0	90.0	90.0	-16.7
Rubber Products.....	110.7	107.1	103.6	+ 6.9
Leather & Products.....	92.9	85.7	85.7	+ 8.4

* Latest month is October, 1958

Washington State After Experienced Public P.A.

(Continued from page 1)
Administration, resigned earlier this month after charges that his purchasing system involved favoritism, lack of competition in bidding, and other irregularities.

Rosellini pointed out that he did not hold Nelson personally responsible for the irregularities but indicated that the job should be filled by someone in the field of public buying. Nelson operated a Seattle drug store prior to his appointment last year.

Charles W. Hodde, a State Tax Commission Member, was named to replace Nelson.

John Danaho & Associates, government consultant firm, has been ordered to survey and evaluate the state's purchasing organization, develop a new purchasing

law, and formulate rules and regulations, the governor said.

"We hope to establish a system whereby the state can most effectively formulate purchasing standards, commodity specifications, and a commodity catalog," the governor emphasized.

Department purchases total \$22.5 million annually. Lee Foster supervises the purchasing division in the department.

"We inherited a poor system and tried to live by it. It's archaic and subject to loose practices," Rosellini declared.

Judges Ask Law on Bids

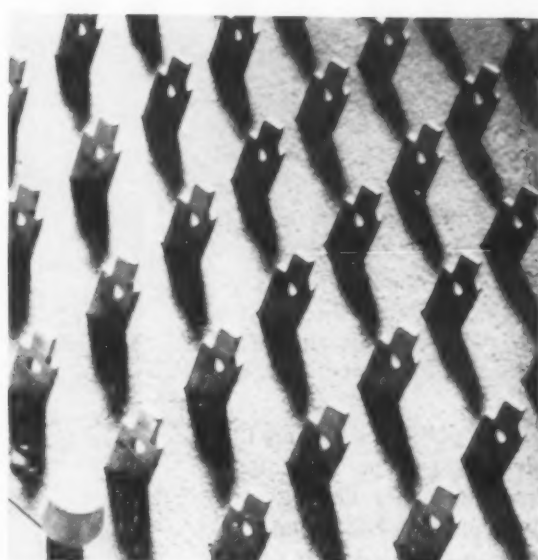
Nashville, Tenn.—The County Judges Association has voted to ask the 1959 Tennessee legislature for legislation requiring bids on all county purchases of \$250 and over.

Quick Pic Quiz

If you received requisitions with pictures instead of written descriptions, how good would you be at identifying some of the requests?

Pictures may not always be worth the 10,000 words of Confucius.

At the right are some common items which you may order every day. See how well you can identify these blown-up views of industrial items. If you can't, get someone else's views before turning the page for the answers.



N.A.S.P.O. Forms Fleet Car Group

State P.A.'s to Tell Detroit Auto Makers Of Ideal 'Economy Car'

Augusta, Me.—State purchasing agents plan to give major auto manufacturers a detailed rundown on their need for an "economy car" for fleet use.

John R. Dyer, Maine's purchasing agent and newly elected president of the National Association of State Purchasing Officials is choosing a committee of state P.A.'s for a face-to-face session with Detroit auto officials.

Dyer said his committee also will "urge the major auto manu-



JOHN R. DYER
Picking N.A.S.P.O. Committee

facturers to reconsider their present price policy with respect to public purchasers." A resolution to that effect was adopted last month at the N.A.S.P.O. convention in Miami Beach.

This change in Detroit's pricing policy for governmental buyers (P.W., Oct. 6, p. 1) and the growing demand for an economical fleet car (P.W., Dec. 1, p. 1) are problems given "top drawer" attention by state P.A.'s.

Dyer said the formation of this automotive committee should be completed by next week. He said it is their intention to take immediate action on these problems as purchasing men cannot wait too long for a decision.

Dyer succeeded Ira M. Baker, P.A., Oklahoma, as president of the organization. Other officers elected at the recent convention include Franklin Pierce, Tennessee, vice president, and the following to the board of directors: Ira M. Baker, W. R. Henderson, North Carolina; Edgar G. Luby, New York; Allan O. Vessey, Minnesota, and Lacy L. Wilkin-



H-3 Face Shields

FEATURES

- Trouble-Free Window Interchange
- Floating Snap Fasteners Prevent Window Distortion
- Economical — Low Window Replacement
- Sweatband Unsnaps for Quick Cleaning
- Extended Window for Nose Clearance

Look for these features when you buy Your next Face Shield — They mean economy

AO "H" Series Face Shields (H-3 shown) provide quality protection when sawing metal, working with chemicals, sanding, grinding, etc. Slotted window with patented floating snap fasteners assures easy window alignment and prevents window buckling in heat — low window replacement. Deeper spark deflector protects forehead. Real leather sweatband snaps in and out for quick and easy cleaning. Extended window clears nose and increases ventilation. Window can be thrown back.

Automatic friction joints hold window firmly — no constant knob adjustment. Tension is steady even after constant use. Headband adjusts to any head size.

NOTE: Where heat is a factor, use an "H" Series Face Shield with aluminized window which reflects 80% of radiant heat.

Your nearest American Optical Safety Products Representative can supply you.



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Comfort? They're tailored to fit hands naturally, have no unnecessary seams. **Durability?** Customer tests of hundreds of dozens show they can take several dry cleanings with shrinkage held to an absolute minimum (and flexibility retained). Leather palm, canvas back. Flat seamed . . . reinforcing welt . . . wing thumb . . . continuous palm . . . heavyweight chrome tanned side split cowhide — and many other quality features.



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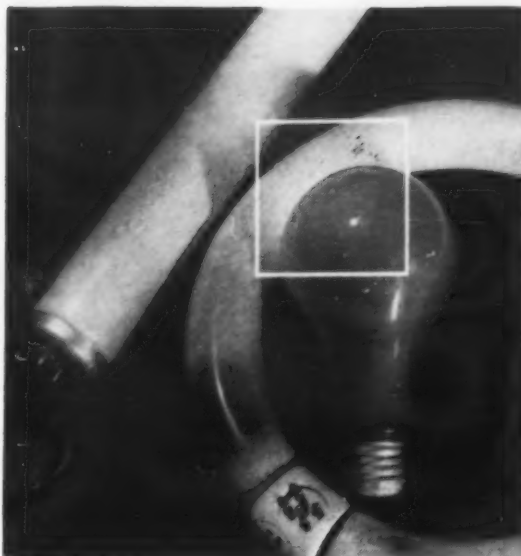
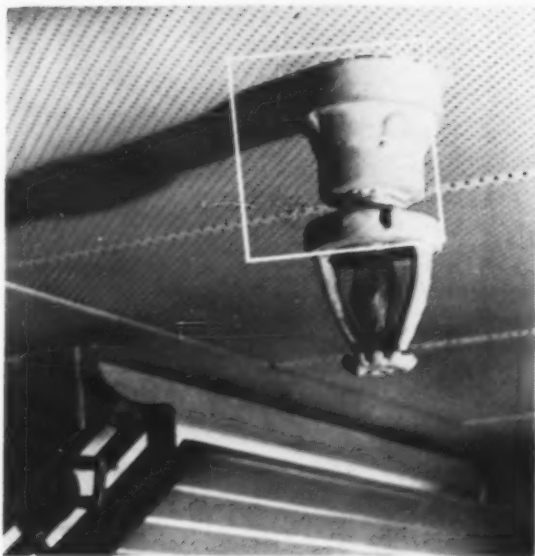
SOUTHBIDGE, MASSACHUSETTS
Safety Service Centers
located in Principal Cities

Quick Pic Answers (Quick Pic Quiz, p. 5)

Here are the answers to the Quick Pic Quiz on the preceding page. As a purchasing man you have every right to get angry at those who gave you the originals.

They blew up the portions of the pictures shown in squares on the pictures at the right.

This only goes to show that pictures can be misleading. It also teaches not to order from pictures but demand specifications in words.



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...NEED WHAT YOU'RE GETTING?**



**The answer is yes, if your containers
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Inland Container Corporation.**

Inland's experience and facilities help our customers avoid both the dangers of marginal packaging and the expense of unnecessary "extras."

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example, an Inland customer recently became interested in waterproofing his containers because of reports that some of them were being exposed to rain and moisture. An Inland survey revealed that very few of his containers were being exposed, and even those were affording adequate protection to the product. Therefore, even the least expensive type of waterproofing would not have been justified.

Just how good should *your* corrugated containers be? It pays to get the right answer from your Inland Packaging Engineer. Call him for every corrugated requirement. He is a *specialist* in his field.

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OTHER SALES OFFICES IN PRINCIPAL CITIES

N.I.C.B. Spots Leasing Trend

New York—The National Industrial Conference Board spots a cautious trend toward leasing plants and equipment among American firms. The N.I.C.B. based its conclusion on a survey of 221 manufacturers.

Seventy-one firms said they leased more than they did five years ago; 110 had no experience, seven reported a decrease, and 33 did not answer the question.

Truck and car rentals are the largest gainer in the last five years. Production machinery and machine tools also have shown a gain but remain only a small segment of over-all leasing, the board reports.

The survey listed three leasing deterrents: relatively high prices, liberalization of depreciation allowances on owned property, and uncertainty of potential tax benefits under certain lease agreements.

Cyanamid of Canada Plans Aureomycin Plant

Montreal—Cyanamid of Canada has announced that construction will begin soon on Canada's first aureomycin chlortetracycline plant.

The new facilities, costing more than \$1 million, will be located at the site of the company's present Welland plant between Niagara Falls and Welland, Ont. Dr. L. P. Moore, president states that aureomycin, a Cyanamid discovery, was the first of the "broad spectrum" antibiotics and that this compound and its derivative, achromycin tetracycline, will now be manufactured entirely in Canada. Previously, refining and conversion processes only were carried out in the company's Montreal plant using crude aureomycin imported from the United States.

Denver Schools Buy Foreign Typewriters

Denver—American typewriter manufacturers have felt the sting of foreign competition in Denver. The city school board authorized the purchase of 199 machines of Italian and Swiss makes.

The highest United States' producer bid was \$10,757 above the winning bid of \$17,248. Hermes of Switzerland and Everest of Italy won the contract.

The board said quality factors were the same, but the price made the difference.



Who Buys Roebling Upholstery Spring Wire After You Do?

The end-user can hardly be expected to know a great deal about Roebling helical spring wire, border and brace wire, zigzag and no-sag wire, wire for automatic machines, lacing wire...

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buy Roebling Upholstery Spring Wire after you do.

For further information on the wide range of types, the consistent superiority and availability of these and other Roebling wire products, write Wire and Cold Rolled Steel Products Division, John A. Roebling's Sons Corporation, Trenton 2, New Jersey.

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Dan Toland, P.A. for Microwave Radiation, Had to Keep Up with His Company's Growth



ASK 'IDIOT QUESTIONS', says Dan Toland, to learn about purchasing thoroughly.

"How did I learn the purchasing business? By sitting behind this desk and asking a lot of idiot questions," claimed Dan Toland, P.A. for Microwave Radiation Co. in Los Angeles.

Dan overlooked the fact that company growth and increased scope and complexity of operations (and materials required) has been at a rate that would preclude repetition of many of the "idiot questions." Starting with a background knowledge in electronics gained in a four-year hitch as an electronic technician with the Air Force, Toland has had to familiarize himself with machine tools, machine shop operations, ferrous and nonferrous materials, finishes, connectors, and plastics. In short, Dan has had to acquire knowledge on anything that may fit into

Microwave's specialized electronic components.

Dan Toland learned early to ask questions, and to take action on the answers. "When I was 15 yr. old and only 5 ft. 8 in. I weighed 272 lb. I figured some of my ideas about foods must be all wrong, so I started asking questions about diet principles. I asked how many calories various kinds of food have, and that sort of thing. A lot of the answers surprised me," he said.

Now, almost 15 yr. later, Dan Toland's 185 lb. well-distributed over a 6 ft. 1 in. frame indicates he asked the right questions, and learned the answers well. And his success as P.A. for Microwave proves his ability to use this ask-and-remember method on a wider scale. Working for a small company in a highly-competitive, highly-technical field he can't afford many mistakes. Company profits on a contract may depend on Dan's ability to produce right materials at the right time.

Outside vendor facilities make up a lot of Microwave's capacity, with up to 200 on the source list at any time. "In three years I've dealt with about 25 machine shops. Right now, I have narrowed this down to three or four that I know we can count on. But I am trying to keep in touch with others for future needs. I like to use small shops, as an extension of our own facilities. If necessary, we know their people will work overtime to finish a job, just as our own will," he said.

In buying machinery, the first sources Toland checks are used machinery dealers. "You may save anywhere from 25 to 50% of the cost of a machine. Several months ago, hard times really hit local job shops and quite a few folded. You could pick up used machines with only 50 or 60 hr. on them for a fraction of their original cost. Naturally, you have to be careful because you don't have the guarantee you would get with a new machine. But when we find what we want it certainly does a lot to help us keep within the budget management has established for handling a contract. It helps time-wise too; you

British Free Scrap Iron From Export Controls

London—Britain has freed most types of iron and steel scrap from export control until Feb. 4.

Exceptions: scrap derived from armaments and scrap with an fob. value exceeding \$70 per ton fob. will need specific licenses.

With steel output well below capacity, Britain has been accumulating a substantial amount of scrap. Limited freedom for export was granted in August. Trade sources, noting the British scrap is generally cheaper on the Continent than European scrap, predict sale of perhaps 100,000 tons a month.

Germany Discounts Pig Iron In Dec. and 1st Quarter '59

Bonn—German pig iron producers will grant discounts of \$10.12 per ton on normal pig iron and \$4.17 per ton on special pig iron with high manganese content during the period Dec. 1, 1958 to March 31, 1959.

The Netherlands steel industry also reduced bar steel prices by 3.5% and fastening iron prices by 2.3%.

The Italian firms Edison, Tewsaro, and Cerretti have reduced spiegeleisen and ferromanganese prices by 4%.

British Tariff Battle Lost By Thermoplastic Firms

London—Four firms have lost their second battle to have British tariffs raised from 10 to 33 1/3% on four major thermoplastics.

The Board of Trade had refused earlier to raise tariffs on the premise that P.V.C., polyethylene, polymethyl methacrylate, and polystyrene were not synthetic organic chemicals. A board-appointed arbitration panel supported the decision.

pick out a machine in the morning and you have it in your plant the same afternoon."

One of the original dozen employees at Microwave, Dan "owns a piece of the company." Commuting about 40 miles daily to work adds an hour to Dan's pre-8:00 AM to post-5:00 PM day. Moving to a new house when it is completed will tack on another seven miles.

Dan has little time lately for his hobbies of golf and shooting (target and game). He likes to spend as much time as possible with his wife and year-old daughter. In addition to commuting there is occasional overtime, Masonic lodge meetings, and church choir activities.

However, an early installation in the new Toland home will be a gun cabinet to house two .22-caliber rifles, a shotgun, and an 1866 Winchester handed down by an ex-Indian agent grandfather.

Dan hopes that having the guns on display will remind him to brush up on the sharpshooting skill that brought him cups and medals in pre-Air Force days. Golf? "Well, I like to play, and talk a good game—right up to the moment I mention my score."

No matter who you are ...



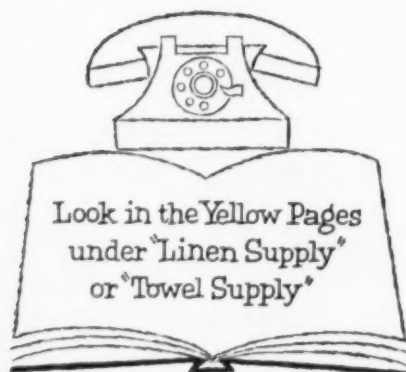
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Milwaukee P.A.A. Hears Bro. Ryan Tell of A. O. Smith Purchasing Stint

Assistant Dean Spends 6 Weeks in Industry Through Association's Purchasing Fellowship

Milwaukee—Business teaching is no ivory-towered job, a Roman Catholic cleric, who spent six weeks in industry on a purchasing fellowship, pointed out to Milwaukee P.A.'s.

Brother Leo V. Ryan, assistant dean of Marquette University School of Business Administration spent six weeks in the purchasing department of A. O. Smith Corp. last summer as the winner of the association's first purchasing fellowship. He recently reviewed his experiences at a meeting of the Milwaukee association.

"Purchasing fellowships help sponsors and recipients gain benefits for their respective fields," Ryan emphasized. His on-the-job training included value analysis, quality control, accounts payable, finance, and personnel training.

"I know the A. O. Smith Corp. was sincere about the program because I was given confidential information during my stay," Ryan pointed out.

Fellowships give educators the opportunity to see theories in operation and they also move purchasing a rung up the ladder of professional status, Ryan said.

"By knowing first hand, higher education can better prepare students for the business world. Experience and education together can turn out the professional purchasing executive and well-rounded management personnel," he emphasized.

"This experience has taught me that there is more to pur-

chasing than just procurement. P.A.'s work in more than just purchasing. They enter many more facets of business and should strive to make this known to management," he said.

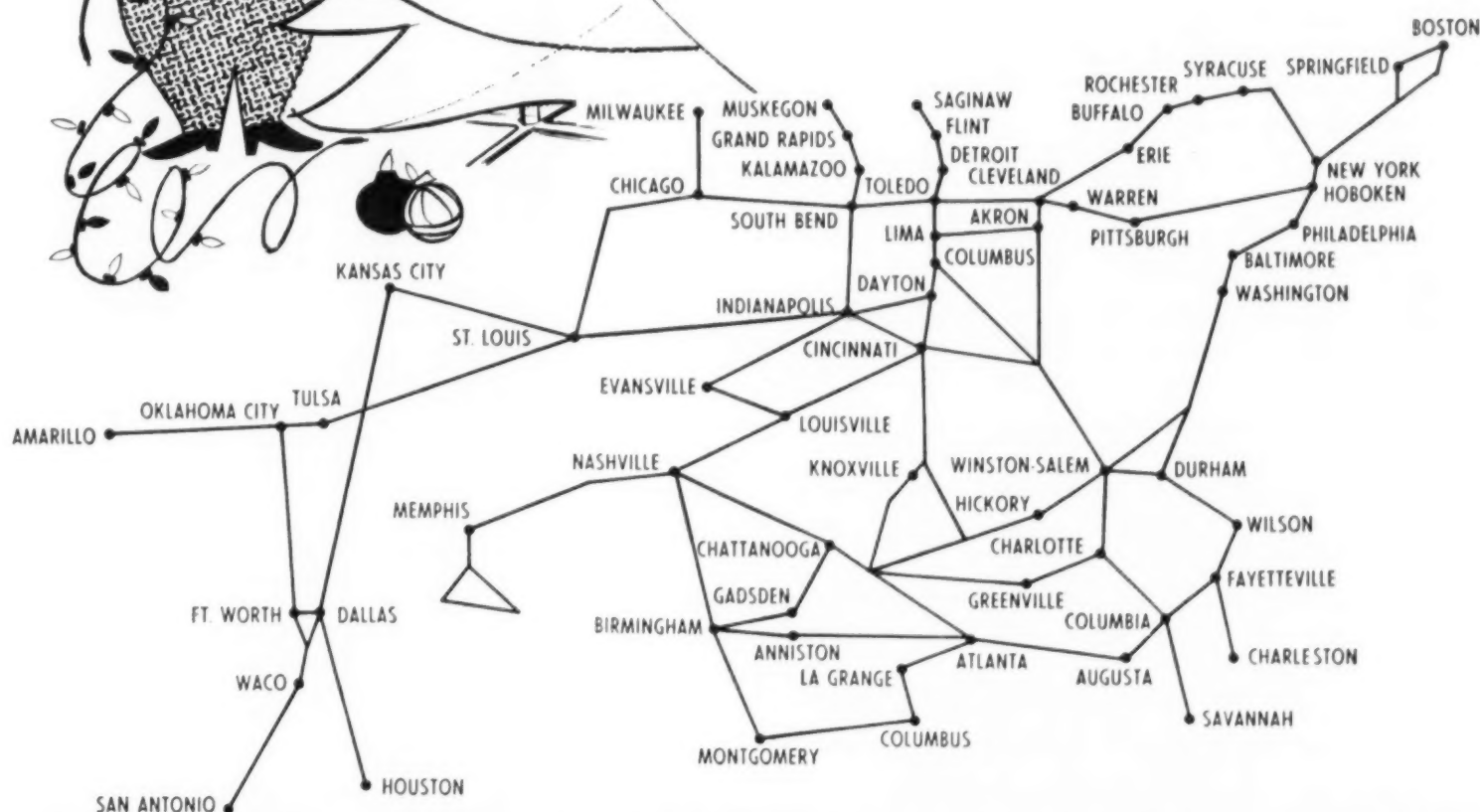
"My six weeks in business has proved that the academic and actual practice are not far apart," Ryan added.

P.A.'s Hold Xmas Parties

Purchasing associations marked the holiday season with Christmas parties and other events which in many instances included fun and frolic for P.A.'s wives and children. Buffalo P.A.'s were among this group, with an estimated 150 members exchanging gifts and enjoying a smorgasbord dinner. The scene pictured at the right was snapped at the height of the Buffalo party as Kenneth Albrecht, left, kneeling, hands gift to Harold Carlson. In the spirit of Christmas giving, the Buffalo P.A.'s also contributed to two charity funds, and the association matched the sum.



Want more leisure time?



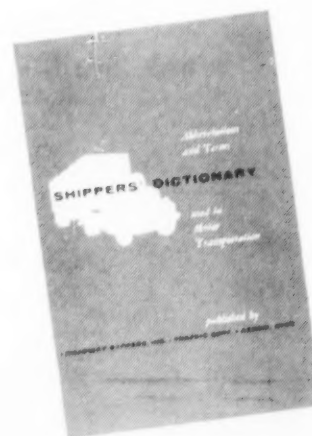
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Carolinas-Virginia P.A.'s Elect Meetze President

Pinehurst, N. C.—Carolinas-Virginia P.A.'s elected officers and presented their annual outstanding purchasing agent of the year award on Dec. 5.

Grayson C. Meetze, South Carolina Electric & Gas Co. P.A., was named president. He succeeds Henry R. Michel, Celanese Corp., who received the Thomas Award.

Other officers elected include: Furman B. Pinson Jr., J. P. Stevens & Co., vice president; J. B. Moose, Daniel Construction Co., secretary; Frank C. Campbell, Jr., Celanese Corp., treasurer; and L. M. Hodgins, Oakdale Cotton Mills, finance committee chairman.

Baton Rouge Area P.A.'s Hold Christmas Dinner

Baton Rouge, La.—Approximately 50 people attended the first husband and wife Christmas dinner sponsored by the Greater Baton Rouge Purchasing Agents Association.

The dinner was followed by carol singing and dancing. Members voted to conduct the affair on an annual basis.

The industrial potential of the Baton Rouge area will be explored at the Jan. 27 meeting of the P.A. group.

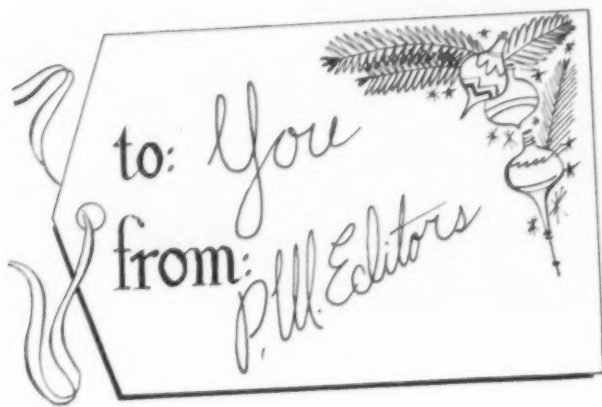
Purchasing Week

330 West 42nd St., New York 36, N. Y.

McGraw-Hill's National Newspaper of Purchasing

December 22, 1958

Print Order This Issue 26,659



We have a Christmas gift for you. It's one that is designed to help you keep abreast of the multifarious subjects that are involved in modern day purchasing. You'll find in this issue . . .

From the Feature Department:

- Tips on reducing rail transportation costs.
- A P.A.'s role in a capital equipment procurement program.
- A picture teaser testing your ability to recognize details.
- A profile about the problems of an electronic buyer.

From the News Department:

- An interpretive report on Congressional anti-inflation efforts as they affect industrial prices.
- A Christmas Vignette: A P.A. is just like any other father when he buys toys for his kids.
- American Motor Co.'s make-or-buy philosophy.
- Connecticut's pre-purchase quality control.
- Two California P.A.'s write \$10 million success story.

From the Price Department:

- Auto Analysis—1959 production should hit 5.7 million cars, 34% above 1958. Chevrolet and Ford will come out with new "small" cars by fall.
- Overtime Barometer—Business is on the way up again. That's the meaning behind latest rise in P.W.'s index.
- Employment Picture—Chart shows sharp drop in unemployment, a modest increase in factory workers.

From the Product Department:

- Product Perspective packs your Christmas stocking with a batch of new materials. Any one of them might be just the material you need for that tough problem.
- Test your product knowledge is a quiz game for P.A.'s. You can use it to measure how much you know about products and processes.

And from the entire staff of PURCHASING WEEK:

A Very Merry and Joyous Christmas

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Your Follow-Up File

We Caught the Spirit

Raleigh, N. C.

I do want to take this opportunity to congratulate you on the excellent article you had regarding the state purchasing officials' attitude toward clause 13 contained in many General Services' contracts ("State Buyers Eye Fight On G.S.A. 13," Nov. 17, p. 1).

It is one of the most accurate reporting jobs I have seen in a long time, and I was delighted to see that you caught the spirit of our attitude so well.

I do want to congratulate you on the job being done by PURCHASING WEEK. Unfortunately, I don't have time to read all the trade publications that I should, and I find that PURCHASING WEEK gives me a pretty good broad coverage of the news in tabloid size.

W. R. Henderson
State Purchasing Officer

For Big and Small Alike

Irvington, N. J.

I have seen a number of copies of PURCHASING WEEK, and I feel that McGraw-Hill has done an excellent job in filling something of a vacuum in the publishing field.

It has occurred to me, however, that it gives the impression of being directed toward the purchasing departments of the larger companies. Perhaps this impression is not well founded, but I have always felt that smaller companies, like our own, have purchasing problems which differ somewhat from those of large, multi-plant operations.

I wonder if your editors have given any thought to this aspect of the matter.

Robert V. Kirk
Vice President
Rexton Finishes, Inc.

- We are constantly aware of the buyer for the smaller company and are trying to serve him with helpful material such as these articles which appeared in recent issues: "Purchasing Field Offers Many Opportunities," Dec. 15, p. 12; "No Rise Seen in Prices for First Half of 1959," Dec. 8, p. 1; "E. O. Q. Survey Reveals P.A.'s Eager to Learn," Dec. 1, p. 1; and "P. A.'s and Salesmen Meet at P.W. Roundtable to Improve Buyer-Seller Relationships," Nov. 10, p. 12. Also, in this issue see page 4, Overtime Index.

E.O.Q. Stirs Comments

Los Angeles, Calif.

After reading your report on E.O.Q. ("E.O.Q. Survey Reveals P.A.'s Eager to Learn," Dec. 1, p. 1), I commence to wonder if I am confused. There are so many different opinions on this subject, that I wonder if most purchasing agents wouldn't welcome an inventory control system that did not require a Philadelphia lawyer in conjunction with five mathematicians, to figure out what they were doing. Let's keep it simple.

H. H. Cagle
General Purchasing Agent
Carnation Co.

Shawinigan Falls, P.Q.

You had a very interesting article on economic order quantities. Are you planning further articles on this subject? At any rate, I would appreciate your advising where more detailed information may be obtained.

H. M. Turcot
Material Supervisor
Consolidated Paper Corp., Ltd.
Belgo Division

- We will be presenting additional articles on E.O.Q. For more information on the subject, we suggest the following recent publications:

"Purchasing Handbook," Edited by George Aljian, Chapter 13, McGraw-Hill, 1958.

"Scientific Inventory Control," by Evert Welch, Management Publishing Corp., 1956.

"Scientific Inventory Management Simplified—The Economic Order Quantity (Government Printing Office, Washington, D.C.) 1957.

"Inventory Management of Purchased Materials," by Howard L. Timms, National Association of Purchasing Agents, 1958.

St. Marys, Ohio

Your Dec. 1 issue carried an article on E.O.Q.

This article referred, on page 22, to a Van D. Mark Lot Size Calculator used by Cal-Dak Mfg. Co. of California.

We would appreciate your advising whether this calculator can be purchased, and, if so, the name of the supplier.

H. A. Birch
Purchasing Agent
The Goodyear Tire & Rubber Co.

- It is obtainable from Van D. Mark, P. O. Box 44, St. Clair, Mich.

Reader's Request Granted

Bettendorf, Iowa

Please advise where we may obtain further information on the "mail opener" and "folding and inserting machine" illustrated in your Nov. 24 issue ("Yesterday's Equipment Gives Way to Equipment of Today," p. 12).

Manley O. Hult
Purchasing Agent
Riverside Foundry

- The mail opener is manufactured by Speed-O-Print Corp., 1801 Larchmont St., Chicago 13, Ill. The folding and inserting machine is a product of Pitney-Bowes, Inc., Walnut & Pacific Streets, Stamford, Conn.

To Our Readers

This is your column. Write on any subject you think will interest purchasing executives. While your letters should be signed, if you prefer we'll publish them anonymously.

Send your letters to: "Your Follow-Up File," PURCHASING WEEK, 330 West 42nd St., New York 36, N. Y.

PURCHASING WEEK Asks You . . .

What percentage should purchases run in relation to sales in dollar volume?

Question asked by: M. H. Andersen, Purchasing Agent, Albertson & Co., Inc., Sioux City, Iowa



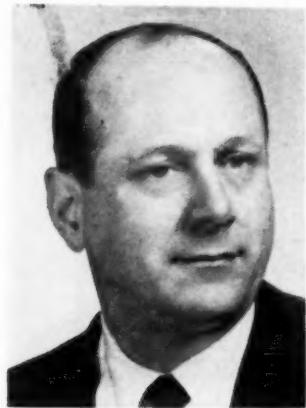
H. B. Whitworth
Champion Paper & Fibre Co.
Canton, N. C.

"I do not believe it is practical or possible to set an accurate percentage figure. The percentage will vary within an industry as well as between different types of industries. For example, one company will have a higher percentage due to purchase of better quality materials; however, the sales price can be the same as competitors as a result of more efficient manufacturing processes and better distribution. Another company will have a

lower percentage if cost of materials is reduced without loss of quality or saleability of product. A third firm will have a different percentage if its material costs are low but high manufacturing costs result in higher sales price."

R. W. Daniels
Yates-American Machine Co., Beloit, Wis.

"Naturally purchase volume compared to sales volume varies with the type of business, but in our firm 50% would be a good average. Some products run as high as 65% but others tend to offset this. We have instigated a program of constantly checking costs between outside sources and our own machine shop to insure the best costs on fabricated components. This coupled with our raw material has kept us at the 50% level."

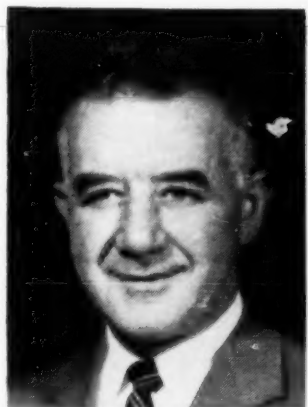


I. A. Snow
Fruehauf Trailer Co., Fort Wayne, Ind.

"An ideal situation would be 50-60%; however in our business it runs about 70%. The fact that many of the money items used in trailer production are fabricated by specialists, plus the great amount of raw material, contribute to this high figure. Of course, percentages will vary considerably between industries—the more mass production and mechanization you have, the more outside purchasing of fabricated parts and assemblies."

D. F. Paternostro
Fenn Mfg. Co., Newington, Conn.

"In our company it's 50%. Being manufacturers of metal processing machinery, rolling mills, swaging machines, turks heads, etc., our procurement necessarily involves forgings, castings, welded fabrications, electrical equipment, and special items, all of which add up to half of our dollar sales volume. We can safely assume the same situation exists in our related industry."



Harold Menkin
Woollulate Corp., East Orange, N. J.

"To run a successful business, sales price must equal purchases plus overhead and profit. For example: To net a 20% profit your purchases including overhead cannot exceed 80% of sales volume. However, in this highly competitive metropolitan area the sales or contract price is often set by competitive elements. The only opportunity for increased profits lies in the purchasing agent's ability to keep his company in a preferential economic position."

Suggest a Question to: **PURCHASING WEEK Asks You**
330 W. 42nd Street
New York 36, N. Y.

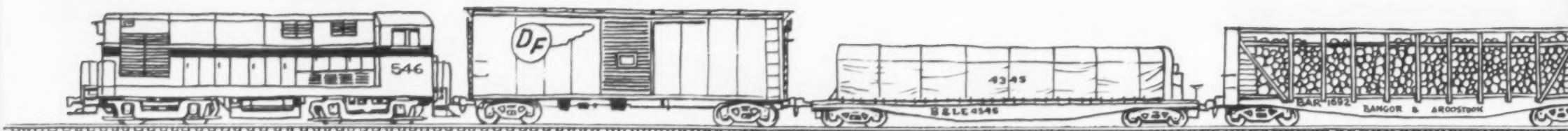
DYNAPRENE Portable Cord appeals to wise buyers because it is a long-lasting, sturdy cord that stands up under really rugged work conditions.

DYNAPRENE is jacketed with an extra tough neoprene compound cured by the continuous vulcanizing process . . . a process that makes better cordage.

DYNAPRENE is a premium cord sold at competitive prices by leading electrical wholesalers. Order DYNAPRENE by name to be sure you buy the best.

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WHITNEY BLAKE COMPANY
NEW HAVEN 14, CONNECTICUT



TRAIN IS MADE UP OF DAMAGE FREE (D.F.) BOX CAR FLEXIBLE CANOPY CAR EXTENDED END GONDOLA

Use Special Design Railway Freight Cars to Get

Purchasing Executives Find Many Types To Save Time, Cut Damage, Increase Loads; Cars Can Be Leased; Railroad May Provide

Thousands of new special design rail freight cars are criss-crossing the nation's tracks. Their use is resulting in control of transportation costs and increased profits for more companies daily. As a purchasing executive you should know whether your company can profitably get aboard this train trend.

Special freight cars command your interest in two ways: **1.** You are charged with obtaining the lowest possible delivered costs of materials you buy. **2.** You are expected to recommend purchase or lease of equipment that may prove profitable to your company.

Examine your rail freight costs. They are compounded of several elements: physical movement of goods, loading and unloading, demurrage, damage to goods, and unused car space. Use of proper special freight cars for your company products, or materials you receive, possibly can affect favorably some or all of these cost elements. One large food processor reduced his loading cost from \$31.41 per conventional box car to \$17.13 per car with a compartmentizer car.

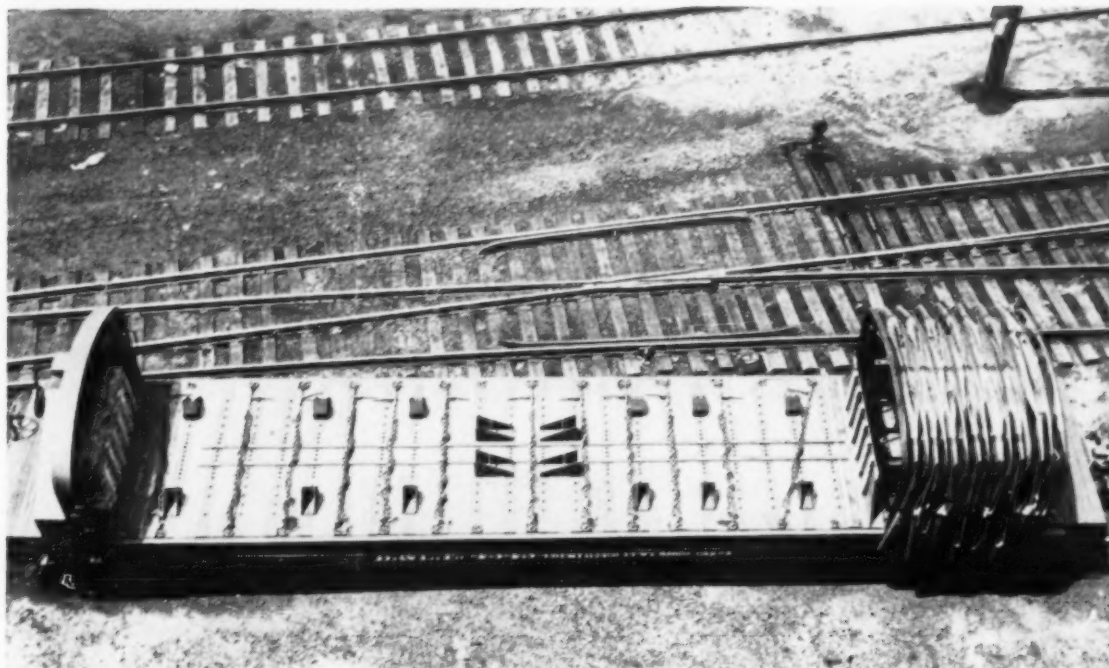
The Association of American Railroads reports a definite trend by U. S. industry to the use of special cars. Over 5,000 cars of one special design (D.F.) pictured here were put into service between June, 1957 and August, 1958. Over 40,000 cars of another special design were placed on U. S. tracks since 1948. One rail company head has predicted that standard box cars will be as obsolete as prop-driven aircraft 15 or 20 years from today.

Products of practically all industries are now being profitably handled by special cars. Shown here are but a few.

Special design cars may be purchased or leased. Also, if traffic volume warrants, some railroads themselves will put special cars into service. The logical starting place to discuss special cars for your own requirements are railroads serving your area. P.A.'s of small companies may be able to induce large supplier companies to buy or lease special cars. If other customers of the supplier join in this effort, it may be good business for large suppliers to provide such cars.

An economical approach to special car economies is adaptation of standard cars. Some companies install liners in cars. Other features also can be added to assure greater pay-load or faster loading.

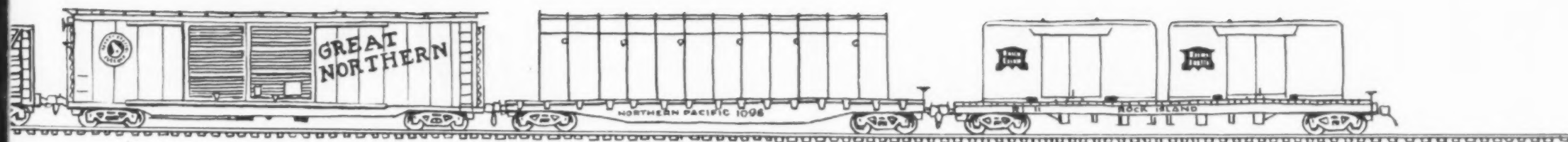
Another development that may make it wise to investigate special freight cars is the possibility there may be a shortage of cars within the next ten years. Railroads, generally, are in an unfavorable credit position to buy needed equipment. Despite a 1958 Congressional act providing a new \$500-million source of funds to railroads to buy equipment, the roads, for various reasons, are reluctant to use this credit. Some rail company heads, foreseeing an impending car shortage, are calling for a national freight car pool. Freight users with special cars suited to their own industry have best assurance of continued ample shipping space.



FASTER, CHEAPER LOADING AND UNLOADING helps users of this canopy car (open above, closed below) control transportation costs. Used for hauling metals requiring weather protection, car is quickly loaded by crane. Canopy can be opened or closed in one minute.



LOADING AND UNLOADING ECONOMIES are apparent in plug door box car. Car has combination 6-ft. sliding doors and 8-ft. plug doors. Faster loading and unloading is possible as lift truck can enter car through the wider opening. Angling of long items is eliminated.

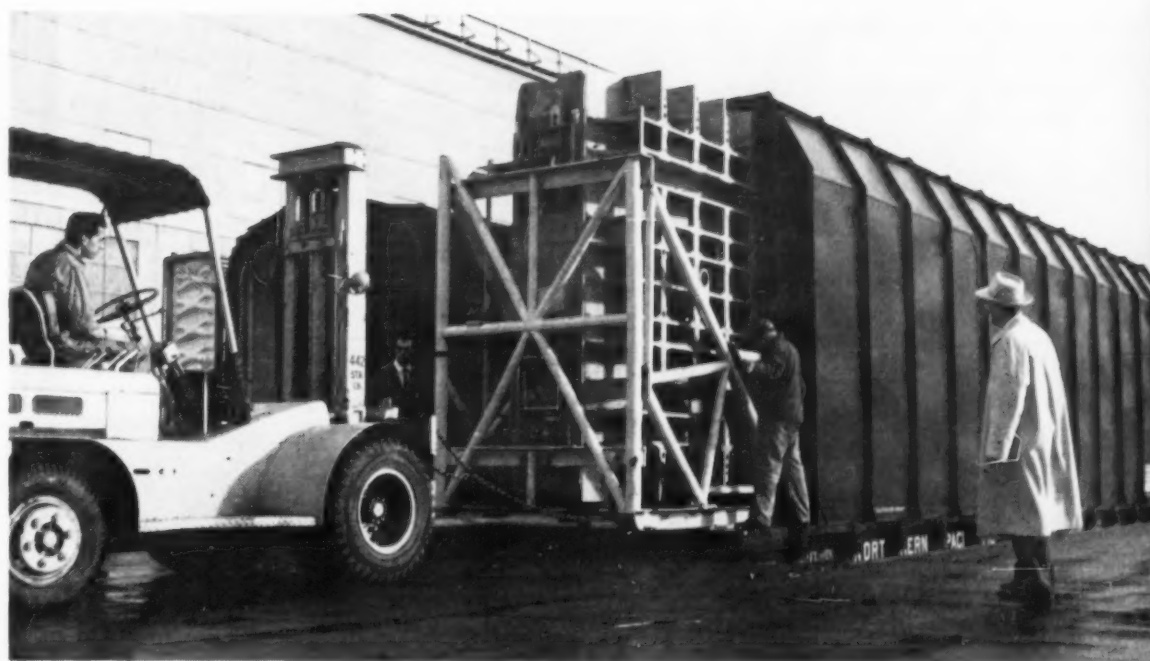


... PLUG DOOR BOX CAR

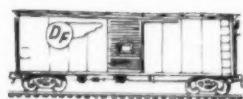
... FIXED CANOPY CAR

... CONVERT-A-FRATE FLAT CAR

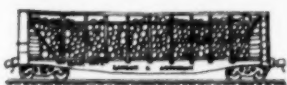
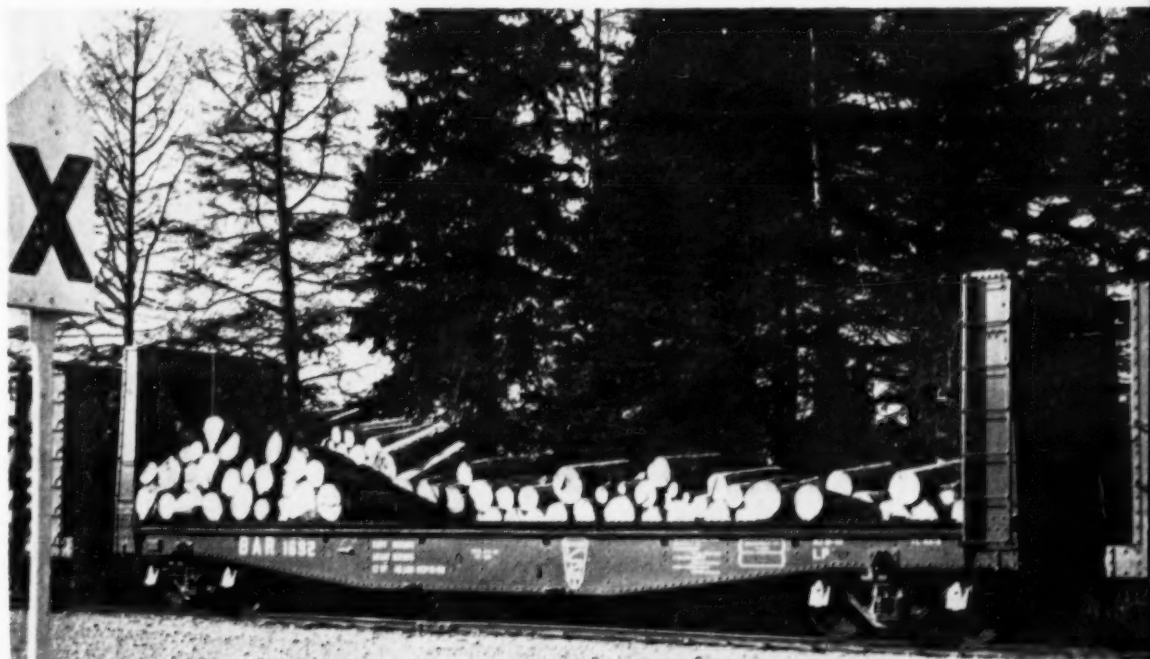
Put Your Company on the Track to Greater Profit



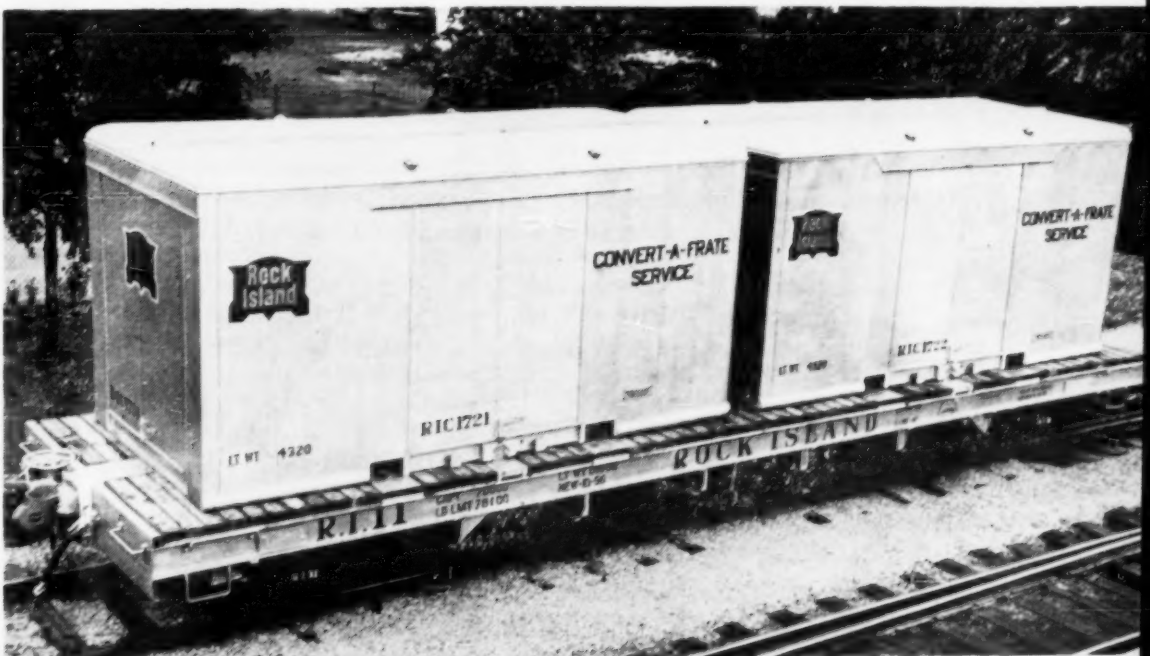
PRODUCT ASSEMBLY ECONOMIES are possible through use of custom-built cars. 'Canopy' car here hauls complete airplane wing stubs. Bolted end opening also results in faster loading and unloading than is possible in standard side-door cars.



REDUCED DAMAGE CLAIMS AND ECONOMICAL SPACE UTILITY is assured when shippers use D.F. (damage-free) cars shown in these three photographs. Top and side pictures show compartmentizers in use—no dunnage required. Gates slide on wall tracks to handle any size load. In bottom photo, recessed wall slots allow use of band straps to secure loads. Special liner is easily and quickly installed in standard box car.



BIGGER PAYLOADS result through adaptations. Heightened car ends allow fuller cargo stowage. Additional feature of such cars often is dumping devices to provide quick unloading. Use of special cars often reduces costs in more than one way.



REDUCED MATERIAL HANDLING is possible through use of cargo units and special flatcar. Units are loaded with parts on production floor; fork truck carries unit to flatcar. Customer plant lifts units to own yard, unloads, then returns empty unit.

P.A. Can Sell Management on Capital Equipment

George Mealy, Manhattan Shirt Co., Reports His Success in Installing Company Printing Plant in North and Setup-Box Plant in South; But First of All He Had to Get Data to Prove Their Value to Executives

A purchasing agent can propose to management that it purchase expensive capital equipment. But first he must make certain that his facts and figures are convincingly straight.

That has been the experience of George Mealy, purchasing agent for Manhattan Shirt Co., Paterson, N. J.

Mealy says his post in purchasing is ideal for spotting areas where new or modified equipment can save money for his company.

He proves his point with two examples. Starting completely from scratch, Mealy investigated, proposed, and then set up a printing operation in one plant and a setup-box manufacturing operation in another.

Gradually-rising printing costs first

alerted Mealy to the possibility of buying a company printing machine. For years Manhattan had all printing done by an outside shop. Mealy's figures indicated it was time for a change.

His first move was enrollment in a "Purchasing Printing" course offered by the New York District, N.A.P.A. The course gave him the benefit of other P.A.'s experiences with both outside and in-plant printing.

After completing the course, Mealy went out on his own to get cost-figures showing whether a small plant printshop could support itself at Manhattan Shirt.

First he talked with his own (outside) printer about cost of paper, etc. Then he looked in the yellow pages of the telephone directory for names of paper sup-

pliers in the vicinity of his office. The vendors he called gave him prices on all paper grades needed for company forms and other internally-circulated printing.

Next Mealy called in salesmen from the several makers of offset duplicating equipment. They helped him select a machine with right capacity for Manhattan's needs.

Mealy took information from all these sources and made up a proposal to management. The proposal outlined in detail:

1. Cost of the machine itself, speed of the machine (output in printed sheets per hour), size sheets the machine would take.
2. Cost of paper (in 22 x 24-in. sheets).
3. Cost of a paper cutter. (Mealy's investigation indicated paper bought in 22 x 24-in. sheets and cut four ways would beat cost of pre-cut sheets by a margin wide enough to justify purchasing a paper cutter.)
4. Cost of overhead (floor space, lights, heat). Mealy got these figures from the company controller.
5. Cost of labor (one man to operate multilith, one girl to operate vari-type). These figures came from the printer and from duplicator salesmen.
6. Cost of printing plates (paper plates were used first; Mealy later switched to metal ones).

From these basic costs Mealy worked out cost of printing a typical company form on the proposed offset equipment. Then he compared that cost with the outside printing company's price for the same form.

The figures showed a clear advantage to in-plant printing of intra-company forms. Management gave Mealy the go-ahead. He supervised installation of the equipment and hired two employees to work in the printing room.

Mealy's original report to management indicated the equipment would pay for itself within six years. Actually, it paid for itself in six months.

Mealy offers two suggestions for the P.A. who might be considering a make-or-

buy investigation of his own company's printing work:

1. The breaking point on a given form is around 20,000. If your print orders run much less than 20,000 on a given form, do-it-yourself printing may not pay off.
2. Don't try to do advertising or multi-color work on a small machine intended for printing forms. This is precision work and should be jobbed out unless you're running a really mammoth organization and can invest in high-cost equipment and supplies.

Another Mealy investigation started when he was having trouble with price of setup boxes at Manhattan's Charleston, S. C., plant. Boxes were trucked in 160 miles. And Mealy says, "Trucking costs were killing me."

First, he approached management and asked if they approved his spending time investigating other sources of setup boxes. He told them he thought he wasn't doing the purchasing job he should be doing with the Charleston plant. Management gave him permission to carry out his plans for the project.

Second, Mealy went to New Jersey box makers (suppliers for other Manhattan plants). They gave him complete information (even production-cost figures) on how to buy machinery and how to set up his own box-making operation.

Then he went to the Charleston plant itself for overhead figures. And he checked out freight and material costs for box-board.

Finally, he got complete initial costs and cost of operation for both new and used machines.

He submitted these costs to management, comparing them with costs under the truck-it-160-miles system. Management conferred with engineers to make sure everything was in line, then told Mealy to buy the machines. Another man from central purchasing went to Charleston to supervise actual installation of the new box-making department of Manhattan Shirt Co.

"CREATIVE PACKAGING"
BY
INTERNATIONAL PAPER
**CUTS SHIPPING
DAMAGE, SPEEDS
INSTALLATION
OF NEW SUNOCO
PUMPS**

Problem: to move 10,000 new gasoline pumps into Sunoco stations throughout the U.S. and Canada in time for a coast-to-coast unveiling of the new "Pump with a Brain."

The Wayne Pump Co. called International Paper, who engineered a new shipping container for these pumps based on its famous Tube & Cap design... sturdy, easily handled, easily opened.

The pumps were then dispatched to 8,900 Sunoco stations via fleets of commercial carriers. Result: exceedingly low in-transit damage and not a single case of damage from carton failure!

No matter what you ship, "Creative Packaging" by International Paper can help you ship it faster, safer, more economically. For full details, mail coupon below.

Your most dependable source of supply...

INTERNATIONAL
CONTAINER DIVISION

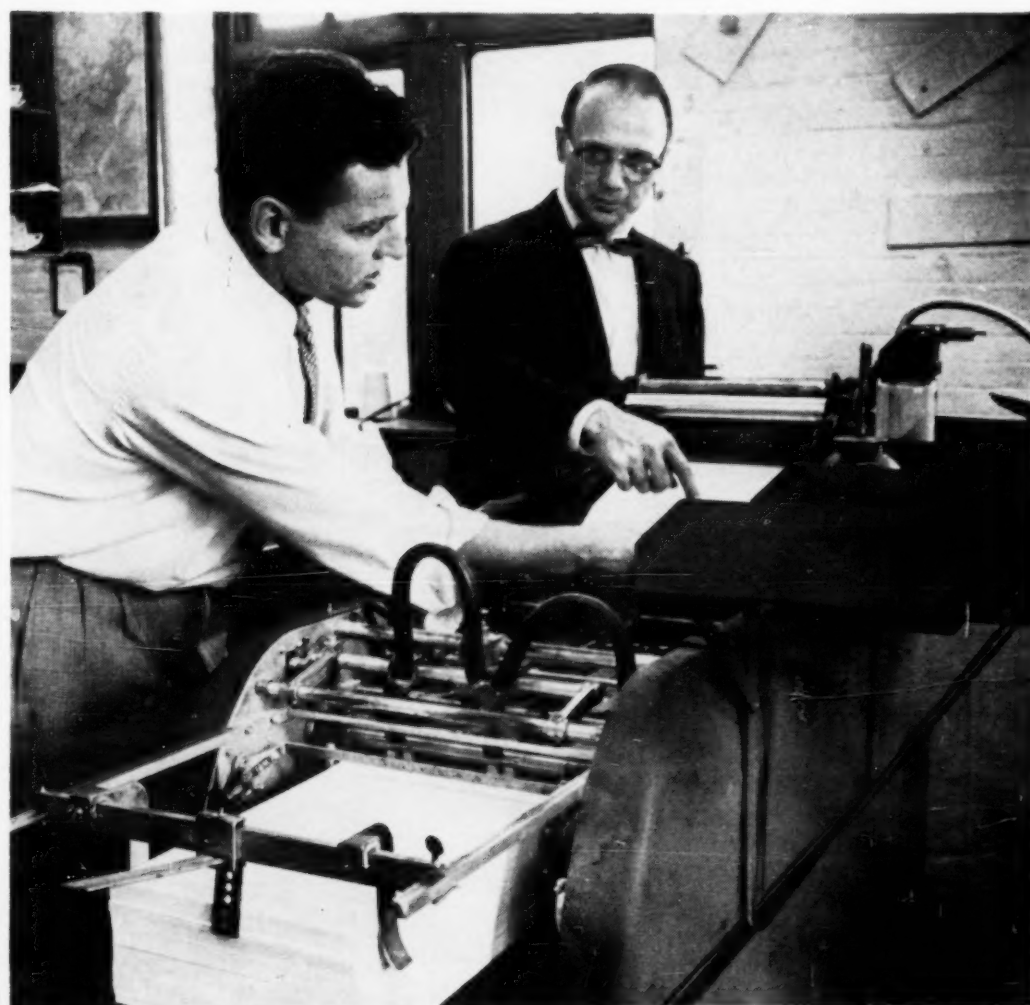


PAPER
NEW YORK 17, N.Y.

International Paper Co., Room 1404 PW-1, 220 East 42nd St., N.Y. 17, N.Y.

I would like to have full details on "Creative Packaging" by International Paper

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SHOULDN'T THAT BE SHARPER? is question of George Mealy, right, as he makes inspection tour of the printing plant which he established for Manhattan Shirt Co., Paterson, N. J.

S.B.A. Rushing S.B.I. Companies; Program Applications Mounting

Privately Operated Investment Firms Being Set Up To Aid Manufacturers Get Capital for Expansion

Washington—Small Business Administration officials have a mounting stack of applications from investors seeking to participate in a revolutionary new program for financing small firms. With several hundred applications expected to be filed within the next few weeks, the S.B.A. is trying to put the first Small Business Investment (S.B.I.) companies in operation by year end.

Smaller manufacturing companies and larger manufacturers' suppliers stand to benefit most from the program. The scheme makes it easier to secure adequate capital for building inventories, securing new production machinery and equipment, and similar purposes.

The aim is to tap big financial markets for equity capital and working funds for little concerns. This is to be accomplished through establishment of a nationwide network of privately operated investment firms specializing in small business.

S.B.A. officials got the show on the road earlier this month by issuing final regulations and application forms. Applications for charters started coming in immediately. S.B.A. Administrator Wendell B. Barnes said he expects to have 300 firms chartered and operating within a year.

The federal government will put up \$250 million for the program, but the biggest share will come from private investors. Small companies will be able to secure loans under the program for a period of not less than five years nor more than 20. They also can secure equity capital by sale of convertible debentures.

No dollar amount was set on the size of loans, but they cannot exceed 20% of the capital of the S.B.I. company.

A key change was made in the final regulations defining what will be considered a small business for purposes of this program. It is defined as a firm with total assets of less than \$5 million, or one whose total after-tax income has not averaged over \$150,000 annually for the past three years.

The regulations also went a long way to dispelling any fears

that S.B.A. would try to control operation of the program in detail from Washington. S.B.I. companies will have the freest rein possible and S.B.A. will not pass upon the loans, leaving it up to the investment companies and the small firms to work out details within the limits of the regulations.

The program has also attracted the attention of large corporations who have expressed an interest in setting up investment companies for the use of their dealers and suppliers.

Sailing Schedule Set for Seamobile

New York—Seatrains Lines, Inc., has inaugurated a seaborne container service called Seamobile. It marks the first coastwise twice-a-week sailing schedule of containers adaptable to highway movement.

Immediately available between the New York and the Texas City-Houston port terminal areas, the service is designed to give shippers the economy of seaborne freight plus door-to-door pickup and delivery in damage-proof containers under the shipper's own seal.

The Seamobile container is lifted off and on trailer chassis by specially designed cranes. Containers are double-decked on special rail terminal cars and are lifted aboard on the same cradle used for loading freight cars on Seatrain ships.

Seatrains president John L. Weller said he does not expect current labor difficulties to disrupt the new service as the firm has been in the container field for almost 30 years.

The International Longshoremen's Association has refused to handle containerized freight on New York piers for firms that started cargo van operations after Oct. 1, 1956 (P.W., Dec. 8, p. 22).

Weller also pointed out, in announcing the service, that there would be no charge to shippers or consignees for pickup or delivery of freight in Seamobile containers in the port areas.

INCREASED LABOR AND OVERHEAD COSTS

make materials selection more critical. The copper metals have a unique breadth of properties that help cut manufacturing costs. *Copper costs less in the long run.*

COPPER & BRASS RESEARCH ASSOCIATION
420 Lexington Avenue, New York 17, N. Y.



VALUE ANALYSIS CLASS at Watervliet Arsenal is a busy place. Similar classes are being established at Ordnance installations with design and procurement functions. Great savings are expected to result.

Army Ordnance Turns to Value Analysis; Design and Procurement Installations Affected

Washington—Army Ordnance is pushing through Pentagon "red tape" to set up a detailed "value analysis" program aimed at cutting procurement costs.

Gen. August Schomburg, Deputy Chief of Ordnance, said he expects the program to save the Corps "at least three times what it costs to operate the first year." Informed sources said this would mean a saving of more than \$3-million.

Ordnance headquarters is reported to be preparing a directive ordering value analysis units be established "at the earliest possible date" at all ordnance installations with design and procurement missions.

Under this program, seminars are conducted at installations under the direction of value-trained officials who interpret and demonstrate the cost reduction tech-

niques of value analysis to use.

A value unit is then set up permanently. Its job is to analyze all design and procurement projects and try to remove all of hidden costs.

The value analysis "bug" bit the Corps back in July 1956. Instrumental in pushing the value idea was the Watervliet Arsenal, Watervliet, N. Y.

Several projects put through the cost-cutting process there achieved such astounding results that the Ordnance executives in Washington sat up and took notice. As a result of these projects the first Corps-wide value analysis seminar was held at Watervliet in September.

Brig. Gen. F. J. McMorrow, chief of the industrial division, U.S. Ordnance Corps, said an estimated saving of \$1,758,317 resulted from 12 projects put

through the cost reduction study at the seminar.

One project aimed at cutting costs of instrument lighting in vehicles achieved a potential saving of \$52,000.

At the other end of the scale, a group studying a conventional nozzle designed to prevent the Army's famed Jupiter missile from rolling while in flight came up with an estimated \$803,000 saving.

Ordnance headquarters here immediately outlined detailed plans for starting similar seminars at all installations. The forthcoming "directive" will set the value program officially in motion.

Harder for U. S. Firms To Import Surplus in Jan.

Washington—The Commerce Department has bowed to pressure from Congress and domestic producers to tighten imports of government-owned excess property disposed of abroad.

New regulations effective in January make it more difficult for U.S. firms to import such surplus property as auto parts, trucks, machinery, diesel motors, aircraft, engines, and various canvas and leather products. Importers must file notice of such imports with the Commerce Department. In addition prior approval must now be secured before any surplus scrap metal may be imported.

Government estimates that about \$500 million in surplus property has been sold abroad annually for the past few years, of which about 10% is imported into the U.S.

City of Tulsa Planning Centralized Purchasing

Tulsa, Okla.—Tulsa will have a centralized city purchasing program under an ordinance scheduled for adoption later this month.

The ordinance had been debated for months with the city's department heads winning the right to make emergency purchases when the Mayor and pur-

chasing agent are not available. The city commission favors the action to halt what it terms the practice of using emergency purchases to circumvent regular city hall purchasing procedures.

Seattle P.A. Blasted For Low Price Deal

Seattle, Wash.—While a municipal P.A. usually draws criticism for not taking the lowest price, this city's purchasing agent has drawn a blast for getting a low price deal.

The Teamsters Union has denounced Seattle P.A. Paul R. Hendricks for buying 260 new cars in nearby Tacoma last summer when a local automobile salesmen's strike halted delivery of a fleet order. Smith-Gandy Co., a Ford dealer, could not deliver all the cars for which it had obtained a contract on a low bid basis.

"The city would have lost heavily if it had gone into the market to buy cars rather than seek out a Ford dealer who could deliver on the fleet price," Hendricks said.

Hendricks made arrangements with a Tacoma dealer for the delivery of the vehicles.

The Washington Teamster, weekly newspaper of the Teamsters Union in the state, declared in an editorial that the purchase should cause concern to taxpayers whose money had been spent outside the city.



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see the man from Mathieson

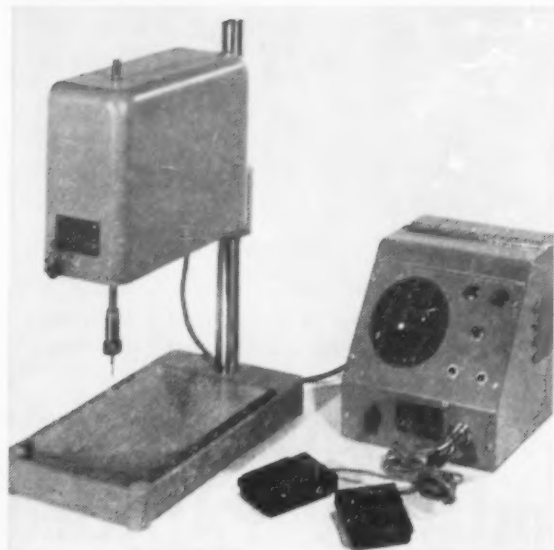
TRANSPORTATION—the flexibility of truck, rail, and barge facilities permits new economies in shipping.

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Tapping Machine

Automatically Actuated

Multiple-pitch automatic-lead screw-tapping machine reduces the job of small hole tapping to a pushbutton operation. Automatic tapping cycle of machine is actuated by footswitch or pushbutton. Tap is fed into and retracted from work at a controlled rate governed by a master lead screw. Machine uses only one master precision lead screw.

Price: \$675 fob. Los Angeles. Delivery: immediate.

Milman Engineering Co., 1831 Pontius Ave., Los Angeles 25, Calif. (P.W., 12/22/58)



Miniature Solenoid

Provides High-Speed Response

Model R. S. 5178 miniature solenoid features ultra high-speed response. Model will operate with a 10-lb. load. Stroke is 0.015 in., with start of the motion occurring at a maximum of 6 millise. and stroke completed at less than 13 millise. from closing circuit. Solenoid requires 20 v. dc. at 78 F. It is designed to operate over an ambient temperature range of -65 to +250 F. Size of unit is 1.410 in. high with case dia. of 1.063 in.

Price: \$18.40 (per hundred). Delivery: 30 to 45 days.

Telecomputing Corp., 915 N. Citrus Ave., Los Angeles 38, Calif. (P.W., 12/22/58)



Drilling Machine

Small, Bench Type

Automatic precision bench-type drilling machine is accurate and efficient. Drilling machine is equipped with an air-hydraulic drill unit with 1½-in. total stroke, adjustable for length of quick advance, feed rate, and total depth. A wide range of spindle speeds is possible through the pulley drive arrangement. Unit is mounted on a sliding base with 4 in. of end adjustment. Compact machine has pneumatic controls and electrical controls with pushbutton station.

Price: \$995. Delivery: 5 wk. Hartford Special Machinery Co., 287 Homestead Ave. Hartford, Conn. (P.W. 12/22/58)



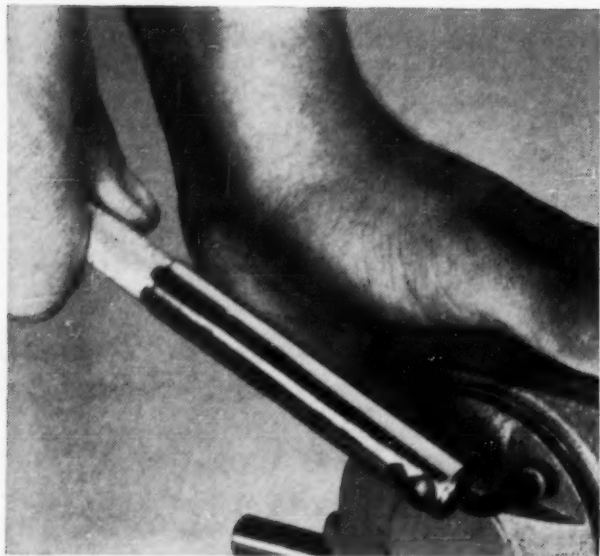
Tank Truck Meter

Fully Automatic

T-70 meter combines in one compact unit a crank-control Rotocycle meter, ticket-printing register, combination strainer, and air eliminator, and automatic shutoff equipment. Meter weighs 70 lb., operates at 125-psi. working pressure, and accurately measures flow at 14 to 70 gpm.

Price: \$255 to \$355. Delivery: 30 days.

Meter & Valve Div., Rockwell Mfg. Co., Pittsburgh 8, Pa., (P.W., 12/22/58)



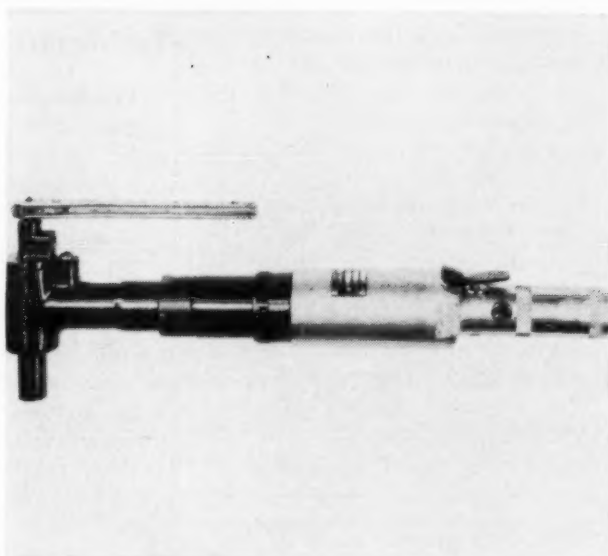
Torque Wrench

No Dials, No Settings

Preset snap torque wrench employs a readily replaceable standard socket key. It is preset to the users' specifications, then sealed, and clearly marked. Operation is foolproof. Just choose wrench specified for application and tighten until snap or pop is heard or felt.

Price: \$8 to \$12. Delivery: immediate.

Skidmore Engineering Co., 5130 Richmond Rd., Bedford Heights, Ohio (P.W. 12/22/58)



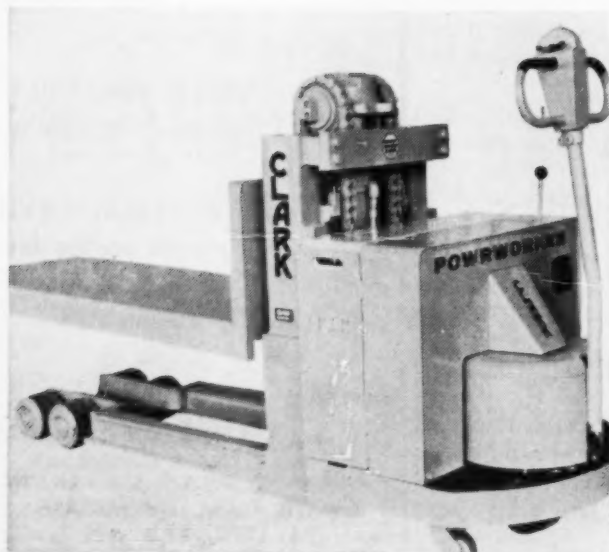
Close Corner Drill

Air Powered

Air-powered drill No. 3RD1-450 is for close corner work. Drill weighs only 5 lb. and produces increased power on less air consumption. Close corner drill has a speed of 450 rpm., drilling capacity of 1/8 in., reaming and tapping capacity of 3/8 in.

Price: \$220. Delivery: 10 days.

Thor Power Tool Co., 175 N. State St., Aurora, Ill. (P.W., 12/22/58)



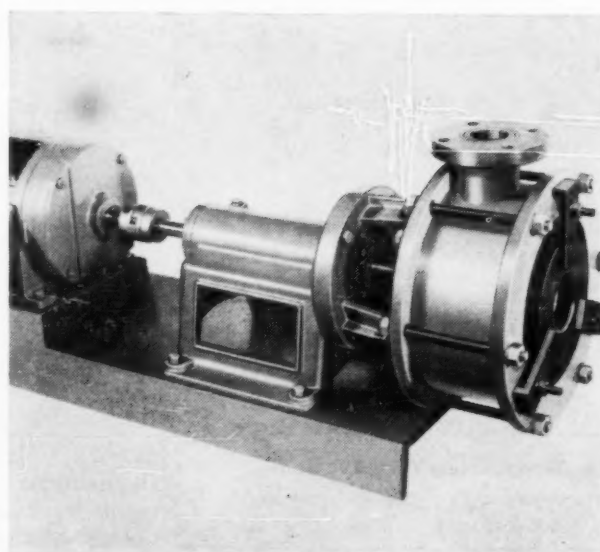
Hand Truck

Battery Powered

Medium-lift platform truck is for lifting and hauling skids. Standard unit will lift 4,000 lb. Special 6,000 lb. capacity machine is available. Maximum lifting height is 21 in. Forward and reverse is controlled by a butterfly switch in the control head on the steering handle.

Price: \$1,995. Delivery: about 45 days.

Industrial Truck Division, Clark Equipment Co., Battle Creek, Mich. (P.W. 12/22/58)



Centrifugal Pump

All Plastic

Line of all-plastic PVC centrifugal pumps is constructed with all wetted parts of unplasticized, unmodified polyvinyl chloride. Units come in four pump sizes and offer capacities from 10 to 180 gpm. with discharge heads to 100 ft. Solution temperatures to 140 F. can be handled.

Price: \$400 to \$900. Delivery: 6 to 8 wk.

Vanton Pump & Equipment Corp., Hillside, N. J. (P.W., 12/22/58)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.



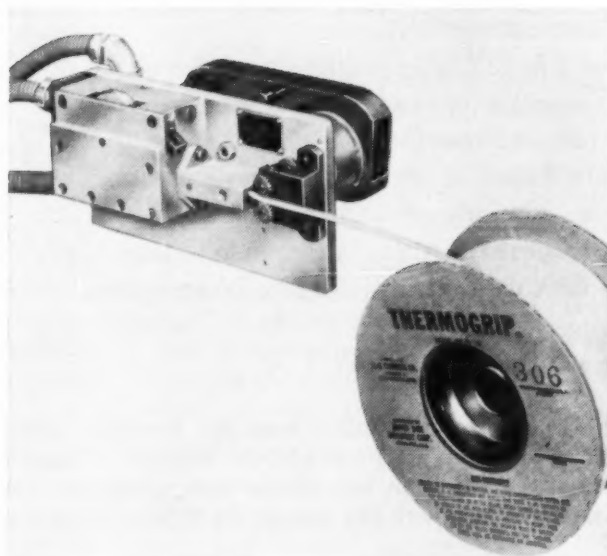
Nibscrow

Self-Drilling Feature

Type 17 Nibscrow eliminates stripping as it drills and taps its own hole in soft wood, particle board, and some plastics. Type 17 Nibscrow has nibs under the head that absorb excessive driver torques and a self-drilling point that eliminates pre-drilling of secondary holes. In soft or thin materials where there is little holding power, Nibscrow provides braking action for the screw by increasing stripping torque.

Price: \$4 to \$20 per thousand. Delivery: 6 to 8 wk.

Shakeproof Division, Illinois Tool Works, St. Charles Rd., Elgin, Ill. (P.W., 12/22/58)



Adhesive Applicator

Feeds and Melts

Hot melt adhesive applicator is designed to feed, melt, and apply cord-like adhesive. Model CW Thermo-rip applicator comes with electrical heat controls and can be attached to processing machinery to speed bonding operation. Unit feeds from 1/8-in. dia. adhesive.

Price: \$950. Delivery: about 60 days.

United Shoe Machinery Corp., 140 Federal St., Boston 7, Mass. (P.W., 12/22/58)



Graphotype Machine

Produces Embossed Plates

Graphotype Model 6400 produces embossed addressograph plates or plastic credit and identification cards. Carriage has automatic line and character indicator, quick-change line and character spacing controls, automatic plate positioning and selective line and character spacing. Key-board has carriage release key, electric shift and back space key.

Price: \$2,350. Delivery: 10 wk. Addressograph - Multigraph Corp., Cleveland, Ohio (P.W., 12/22/58)



Hydraulic Cutter

Features One-Hose Design

Hydraulic cutter and a portable heavy-duty power pump offer quick, and safe means of cutting through ferrous and nonferrous metal in form of rods or bars. Cutterheads cut 3/4-in., 1 1/8-in., and up to 1 3/8-in. dia. Power is applied by finger pressure on control button for all-position cutting.

Price: from \$495 to \$1,610 (pumps); from \$496 to \$1,350 (cutterheads). Delivery: immediate.

H. K. Porter Company Inc., Somerville 43, Mass. (P.W., 12/22/58)

This Week's

Product Perspective

DECEMBER 22-28

Here are more new materials for your file:

- **Standard samples of eight new ingot iron and low-alloy steels are now kept at the National Bureau of Standards in Washington.** Each has been analyzed and certified as to percentage content of 17 elements. The samples will provide standards for buyers and producers to use in getting together on product analysis. They are available to you in rod and disc form. Prices range from \$4 to \$6 each.

- **Mild steel sheet gets its corrosion resistance from a new process that applies a furnace-bonded protective coating of thin metal alloy to the base steel.** Microcoat process also boosts base metal's resistance to oxidation and abrasion. Corrosion and oxidation resistance approach that of stainless steel; abrasion resistance is better. (Wall Colmoney Corp.)

- **Molded plastic blocks let buyer hand carve or hob pre-production samples of injection molded pieces.** Such pieces save the time and cost of sample molding runs. They also give the molder an opportunity to check and improve molding techniques. And they could lead to cost-saving design modifications before orders are placed for production molds. Blocks are available in these plastics: polystyrene (all formulations), polyethylene (all densities), polypropylene, acetate butyrate, Implex modified acrylic. (Cadillac Plastic & Chemical Co.)

- **Cemented borides may go into the next generation of cutting tools.** A study made by the Armour Research Foundation for the American Society of Tool Engineers hints at this, but makes plain that much more research is necessary. If the borides can be fully developed they should be able to turn rings around the carbides in terms of cutting speeds. Problems needing study: brittleness, porosity, abrasion resistance.

- **New phenolic vinyl system of maintenance coatings for metals eliminates the sandblasting surface-preparation step.** It's still a two-step coating process: a phenolic-resin based primer is applied over the surface. Over the primer goes the vinyl top coat. (Union Carbide Plastics Co.)

- **Super-pure chromium, Iochrome, contains no single metallic or gaseous impurities in quantities greater than 10 parts per million.** Production process was developed by Batelle Memorial Institute. Ordinary chromium while it has excellent resistance to heat has just about no ductility. In alloys, for instance, the more chromium you add, the better the heat resistance but the poorer the ductility. But pure chromium has shown a high degree of ductility. Immediate uses indicated: as an alloying element in components for nuclear reactors, gas turbines, jet engines. (Chromalloy Corp.)

- **Chalk up another use for rigid polyvinyl chloride pipe.** The Florida Power & Light Co., with the approval of the city of Miami Beach code, is using Schedule 40 PVC pipe for electrical wiring conduits. Other applications permitted, where corrosion is a hazard, are signal and telephone wiring. The power company is using National Tube Div., U. S. Steel, PVC pipe.

- **Spray-on plastic, called Duralite, lines bulk-flour and sugar containers.** Material is tough, non-toxic, and resists moisture and corrosion. Sandblasting readies containers made of wood, metal, cement, for storage of dry food products. Two coats are needed for cement or metal; three coats for wood. (Glidden Co.)

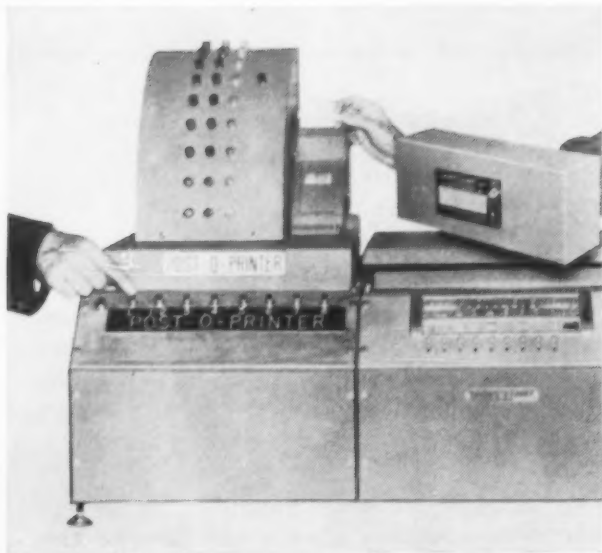
- **New series, GLX-W, of fine-grained, low-carbon steels have exceptional strength, toughness, and weldability.** Columbium is one of the principal alloying elements of the steels. They boast outstanding mechanical properties, lowered material and manufacturing costs. Fabrication, too, is somewhat easier. (Great Lakes Steel Corp.)

There's a big problem ahead as the auto industry moves toward the use of aluminum in engines and radiators. It's corrosion and it's bound to be different from past corrosion problems. For one thing pitting and galvanic corrosion will likely be more common.

Look for intensified research into these areas: new antifreeze compounds, effect of water quality on corrosion inhibition, effect of heat transfer on metal corrosion, effect of surface boiling and hot spots. This research is sure to remove some obstacles to the use of the light metal in products other than automobiles.

Your Guide to New Products

(Continued from page 17)



Combination Machine

For Scale and Postage

Post-O-Printer electro-mechanical unit is a combination automatic scale and postage printing machine. One-machine, one-man operation can handle up to 500 parcel post packages an hr. Place package on platform, press button, and out comes printed postage. No rush hour bottlenecks.

Price: about \$6,000. Delivery: 4 wk.

Detecto Scales, Inc., 540 Park Ave., Brooklyn 5, N. Y. (P.W. 12/22/58)

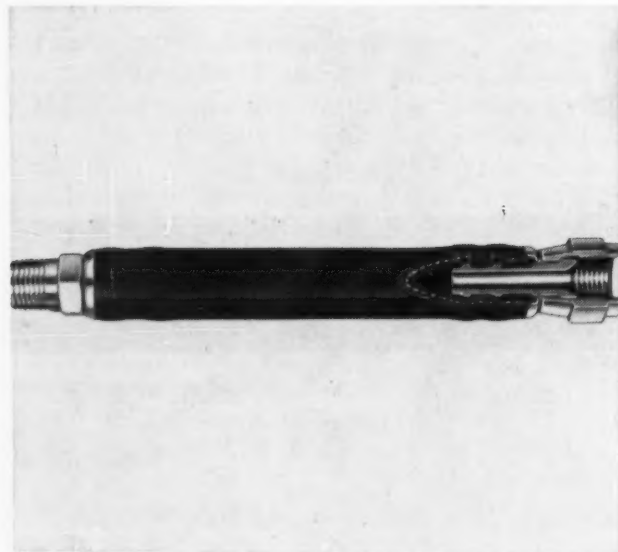


Moisture Tester

Completely Self-Contained

Model #6000 moisture determination balance determines rapidly the moisture content of a wide variety of materials. Self-contained unit comprises a magnetically damped analytical-type chain balance as the weighing system, combined with an infrared heating element which provides even concentrated heat to the sample in a specially designed heating chamber. Stabilized pan allows use with liquids.

Price: \$295. Delivery: immediate. Ohaus Scale Corp., 1050 Commerce Ave., Union, N. J. (P.W. 12/22/58)



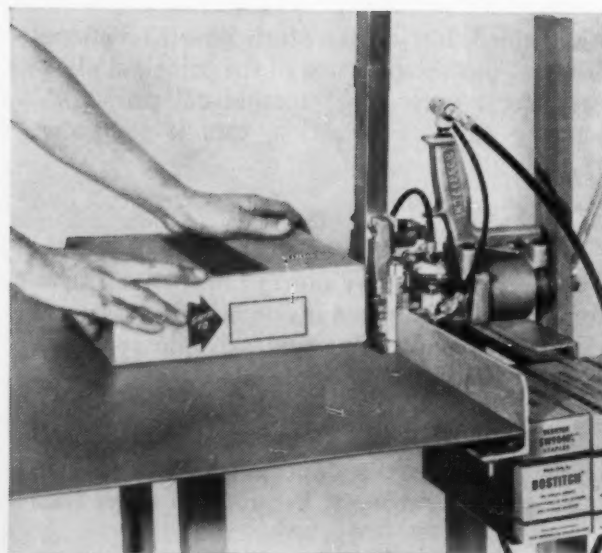
Low-Pressure Hose

Assembled in Sec.

Hose assembly consists of Surgepruf hose and reuseable Shur-Lock couplings. Hose has seamless synthetic rubber inner tube, reinforced with fabric braid. Couplings come in thread and tube compression types.

Price: from \$1.25 to \$4.06 (depending on nominal hose size; for 12 in. length). Delivery: immediate.

Alemite Division, Stewart-Warner, Chicago 14, Ill. (P.W., 12/22/58)



Stapler

Air Operated

Sidestrike stapler Model D14ADS-1 air-operated machine seals filled containers entirely from the outside with 1¼-in. wide-crown staples. Every push of a box against the automatic trip bar drives a staple. Head can be rotated to apply staples vertically or horizontally.

Price: \$349.50. Delivery: 2 to 3 wk.

Bostitch, Inc., 2007 Briggs Dr., East Greenwich, R. I. (P.W., 12/22/58)

Test Your Product Knowledge

These are either true or false:

1. Soda-lime glass was the first glass made and is still the most common.
2. Many companies are switching from buying to leasing for fleet operations.
3. There is a fountain pen ink that will reproduce on all copying machines.
4. Japanese chemists developed a synthetic fiber based on polyvinyl alcohol. It is called vinylon.
5. Electroluminescence is the name of a new light source providing a point source of light.
6. Rare earths such as praesodymium, neodymium, terbium, holmium, and thulium now can be obtained in off-the-shelf commercial quantities.
7. Today's industrial scales are used strictly for weighing products or materials.
8. The transistor is a semi-conductor device that can be used to amplify weak electronic signals.
9. Corrugated boxes cannot be made to withstand water or wet products.
10. As yet there is no handbook published exclusively for P.A.'s.
11. Auto companies only sell their inexpensive models for fleet cars.
12. Producers of vinyl and polyethylene plastic have outstripped the market potential and have no likelihood of expanding markets further.

• • •

Fill in the blanks:

1. New family of adhesives is said to bond to nearly any surface.
2. lamps provide a diffuse distribution of light over a comparatively long life time.
3. is a device that stores electrical energy.
4. is the generic name for a large family polyamides.
5. One way to get to know your suppliers is to get out and visit their
6. trucks are able to speed operations in storage areas.
7. Chemically, are known as methyl methacrylate.
8. Amount of power dissipated in an electric circuit is measured in
9. are the cheapest of the thermo-plastics on a volume basis.
10. Transparent layer of improves scratch-resistance of transparent acrylic plastics.

• • •

Column left below names specific new products taken from the last four issues of "Your Weekly Guide to New Products" in PURCHASING WEEK. Column right lists certain facts or information referring to one of the new products. Try your luck in matching the correct new product with the proper descriptive sentence. Answers on page 19.

1. Load Stabilizer
2. Motor Alternator
3. Lever operated valve
4. Drilling machine
5. Gaging and sorting machine
6. Non-mechanical refrigerator
7. Portable clarifier
8. Tilt restriction device
9. Hot stamping head
10. Protective pads
11. Combination scale & postage machine
12. Torque wrench
13. Hydraulic rod and bar cutter
14. Graphotype machine
15. Battery-powered hand truck

- a. Produces embossed addressograph metal plates or plastic credit cards.
- b. Mounted on rope when lifting heavy machines.
- c. Unit will lift 4,000 lb.
- d. Handles up to 500 packages an hr.
- e. Can be used in end equipment, in laboratory, or test applications.
- f. No dials to read; no settings to make.
- g. Automatically sucks in any dust and chips created while drilling hard material.
- h. Extends capacity of Acroleaf press.
- i. Designed for unstable loads of soft drink bottles.
- j. Eliminates frequent draining and filling of coolant sumps.
- k. With one hose design.
- l. Adds safety to gas and electric powered trucks.
- m. Automatic machine checks gear sizes.
- n. Stores 17½ cu. ft. of product at temperature as low as -320F.
- o. Unusual with 1 in. thickness.

Purchasing Week Definition

Ways to Shape Plastics—Part I

Compression molding—Used for forming thermosetting plastics. Technique squeezes material into shape by applying heat and pressure to material in a mold. Plastic molding powder is placed into open mold. Mold closes; heat is applied to shape plastic.

Transfer molding—Also used for shaping thermosets. Like compression molding, plastic is molded under heat and pressure. But plastic is made molten before it enters mold. Molten plastic is forced into closed mold by plunger.

Injection molding—Used to mold

thermoplastics. Plastic is put into a hopper that feeds into a heating chamber. Plunger pushes plastic through heating chamber where it melts. Chamber empties into closed mold. Mold solidifies plastic, then opens to eject part.

Vacuum forming—Used to form thermoplastic sheet materials. Sheet is clamped over female mold box. Vacuum is created between bottom of sheet and mold surface. Atmospheric pressure conforms sheet to mold. Material up to ¾ in. thick can be formed cold; thicker sheets need heat. (P.W., 12/22/58)

Profitable Reading for P.A.'s

"Reading Maketh a Full Man"—Bacon

High temperature thermocouple probe is described in new Bulletin No. EDS-36. It provides information on two probes; a platinum 30% rhodium probe for temperatures up to 3,100 F.; and an iridium-iridium 60% rhodium 40% probe for temperatures up to 3,600 F. Included in the bulletin is a complete engineering blueprint, nomogram on dynamic loading, and approximate price list for each probe. Bulletin is available from **Thermo Electric Co., Inc., Saddle Brook, N. J.**

Spray Nozzles for spraying large quantities of liquids at low pressures are described in new Bulletin No. 6A-627. It includes information on capacities, sizes, dimensions, and materials of construction, plus photos showing the liquid spray distribution patterns of a nozzle operating at several pressures. Copies are available from **Dept. JA-17, Schutte & Koerting Co., Cornwells Heights, Bucks County, Pa.**

Electromagnetic vibrators are described in 12-page catalog. It presents complete descriptions, data, and specifications for 14 standard electromagnetic vibrators, ranging from models for vibrating less than 1 cu. ft. to models capable of vibrating bins, hoppers and bunkers containing materials weighing in excess of 150 tons. It also gives details concerning controllers, waterproof, dust-tight cases for vibrators, and explosion-proof cases for vibrators and controllers. Copies are available from **Syntron Co., 936 Lexington Ave., Homer City, Pa.**

Toggle Bolts are described in new Bulletin No. 7001. Complete information on minimum back-up clearances required and holding strengths of the spring-type bolts is provided. Text material and cut-away line drawings detail installation instructions. Bulletin is available from **Diamond Expansion Bolt Co., Inc., Garwood, N. J.**

"Programming—A New Profession For You" is title of 32-page booklet. It outlines the role of the programmer in industry today, the exact nature of the work involved in all phases of programming, the training of a would-be programmer, the qualifications necessary for the job, and the future possibilities for newcomers in this field. Booklet is available by requesting U-1555 from branch offices or writing directly to **Remington Rand, Division of Sperry Rand Corp., 315 Fourth Ave., New York 10, N. Y.**

Vinylene chemical-resistant pulley is described in 4-page bulletin and technical data sheet. Literature shows both the sanitary and hub type construction as well as sizes, prices, and detailed mechanical, thermal, electrical, and chemical-resistant tables. Copies are available from **Mercury Industries, Inc., Broadway, Hillsdale, N. J.**

"Automatic Reduced Voltage Starters" is title of new bulletin No. 14B8192. Covering the range of automatic reduced-

voltage starters from 50 to 1,200 hp., 600 v., the bulletin carries descriptive copy on the theory and operation of low-voltage starters. Starting characteristics calculations, horsepower ratings, features of the contactors, relays, and fuses are also covered. Copies can be obtained from **Allis-Chalmers, Milwaukee 1, Wis.**

Magnetic amplifiers are described in 36-page bulletin No. 1105-1. By means of text and diagrams, the bulletin explains the principles of magnetic amplifiers. Cutaway drawings and exploded views provide details of design and construction. Simplified schematic drawings show how the amplifier is incorporated into such equipment as theater dimmers, autopilots, servo systems, boiler control systems and others. Bulletin is available from **Vickers Inc., Electric Products Division, 1815 Locust St., St. Louis 3, Mo.**

Miniature encapsulated pulse transformers are described in new bulletin. It describes the T Series pulse transformers having a range of pulse widths from 0.1 to 25 microseconds for vacuum tube or transistor blocking oscillator and interstage coupling applications. It also gives complete electrical and environmental specifications and includes drawings of different case styles with dimensions. Bulletin is available from **Technitrol Engineering Co., 1952 E. Allegheny Ave., Philadelphia 34, Pa.**

Drilling engines, diesel-electric drilling rig power plants, and engine-generator sets made for oil field applications are described in 20-page Bulletin No. 106. It summarizes performance characteristics of 26 Superior engine models, offering a range of 200-2150 bhp. and 150-1500 kw., naturally aspirated or supercharged, and operating on natural gas, diesel, or dual-fuel. It also gives cutaway and dimensional drawings, graphs, and specification tables for ready references. Copies are available from **Dept. 712, White Diesel Engine Division, White Motor Co., Springfield, Ohio.**

"Vancoram Iron Foundry Alloys" is title of new pamphlet. It details composition, uses and advantages of 31 ferroalloys and four briquetted alloys for both cupola and electric furnace foundry irons. Copies can be obtained by writing **Vanadium Corp. of America, 420 Lexington Ave., New York 17, N. Y.**

Chemical reaction evaluating data are provided in 40-page booklet entitled "Physical and Thermo-dynamic Properties of Elements and Compounds." It includes listings of enthalpies and heat capacities of many common elements and compounds, equilibrium constants for several common reactions and information for computing equilibrium constants for other reactions, values of many constants, conversion factors, steam tables, and the periodic table. Booklet is available from **Girdler Catalysts, Chemical Products Division of Chemetron Corp., P. O. Box 337, Louisville 1, Ky.**

Red China After Middle East Oil

Beirut, Lebanon—Communist China is rapidly becoming a major influence in Middle East trade.

In one of their latest moves, the Red Chinese finally were able to open a commercial representative's office here, ending months of wrangling with the Lebanese authorities.

In addition, highly placed business sources in the Middle East predict Communist China soon will become a buyer of Middle East oil. The Chinese already have shown an interest in the Iraqi government's 12.5% share of Iraq Petroleum Co. oil production.

While the former Iraqi regime shunned all contact with the Communist bloc, the new government is said to be ready to sell its share of the IPC oil to any interested takers—even if it means making barter deals which are less interesting than getting hard currencies in cash.

Western commercial circles contend that the Communist Chinese are trying to build up good will in the Arab countries in anticipation of the day they enter the market for oil. The Soviet Union is understood to be the main supplier of Communist China's petroleum needs, but Western observers believe the Chinese do not want to become totally dependent on their Soviet supply line.

All this points to a reason why Red Chinese are underselling even their Communist allies in Middle Eastern markets. In recent months China sold chemicals which ranged from 15 to 35% below world market prices. Reports from Iran said Red Chinese textile machinery is sold there at a 70% discount.

India Plans Incentive To Export Groundnut Oil

Bombay—India is reported to be considering a new export incentive scheme to work off some of its slow-moving supplies of groundnut oil. Recent abolition of a \$31.50 export duty failed to make the Indian oil price attractive to overseas buyers.

Bombay shippers report that of 20,000 tons of groundnut oil released for export some months ago, less than 1,000 tons have been shipped. The price trouble here has been that while prices abroad have been depressed by increased world supplies of edible oils, Indian prices have ranged on the high side because of a poor carry over from the last season.

Austrian Aluminum Up \$46.15 a Metric Ton

Vienna—The price of Austrian-made aluminum was hiked \$46.15 per metric ton (2,205 lb.) last week. The reason given was the rising cost of electric current which amounts to about 27% of production costs.

The increase was approved by the government's Price-Wage Parity Committee which exercises tight control over price developments to avoid price-wage spirals.

The Austrian aluminum industry last May had demanded a hike to \$519.23 per metric ton from the former price of \$461.54.

—This Week's—

Foreign Perspective

DEC. 22-28

Warsaw—Polish trade with Russia is scheduled for a sharp increase.

A new agreement envisages, among other things, that the value of the mutually supplied raw materials and finished goods will be increased about 30% in 1959 as compared with 1957.

Next year Poland intends to increase imports of these products from the U.S.S.R.: iron ores, oil, oil products, cotton, aluminum, manganese ore, and numerous other raw materials are included.

The list of the goods exported to the Soviet Union is headed by machines and installations. Some 50% of all exported Polish machinery will go to the Soviets.

This increase in trade is significant. It means that closer economic liaison between Russia and her satellites is gradually becoming a reality.

London—Purchasing executives in Britain still are exercising caution in their buying schedules.

This means most Britishers are adopting a wait-and-see attitude. Consequently, sensitive commodity prices are zig-zagging within fairly narrow limits as the year draws to a close.

Tin prices, however, have firmed significantly. The Tin Council has just announced that world consumption of tin in September was 12,700 tons, the highest in 11 months. This could signify the long-awaited advance in tin prices.

But since the end of November copper prices, for example, have slipped back some \$28 a ton. Lead and zinc, too, are cheaper than last month, while cocoa and rubber are other commodities now costing less in London. Industry generally has postponed restocking until business confidence is more firmly based.

And don't forget this: **Primary producing countries continue to suffer from the impact of depressed prices for their exports.** Their reduced import orders still may have a serious impact on Free World industrial countries.

Producers in question range from Australia, badly hurt by the slump in wool prices, to Malaya, whose income from tin has been slashed.

To sum up: **Londoners expect hand-to-mouth buying to continue until the new year** at least while dealers believe over-all prices will remain firm. No one however, expects a sustained rise in commodity prices for some time to come.

Tokyo—Japan, after some recession this year, is looking forward to a prosperous 1959.

The Economic Planning Board has confidently predicted the Japanese economy will be on the upturn next year. Japanese GNP, according to the Board, will grow 5.5% in fiscal 1959 which begins April 1.

Forecast is primarily based on expansion of exports which would push past \$3 billion mark. That's some 9% above the \$2.75 billion being recorded this year.

Optimism is paralleled by growing belief in many circles that the Japanese recession is about over. It's based on recovery in several industries notably steel where demand is rising and domestic prices are about to be boosted.

ANSWER SHEET (to quiz on page 18)

True, False:

- | | |
|---------|-----------|
| 1. True | 7. False |
| 2. True | 8. False |
| 3. True | 9. False |
| 4. True | 10. False |
| 5. True | 11. False |
| 6. True | 12. False |

Fill in the Blanks:

- | | |
|----------------|-----------------|
| 1. Rubber-like | 6. Fork lift |
| 2. Fluorescent | 7. Acrylics |
| 3. Capacitor | 8. Watts |
| 4. Nylon | 9. Polystyrenes |
| 5. Plants | 10. Nylon |

Match Them Up:

- | | |
|------|-------|
| 1. i | 8. l |
| 2. e | 9. h |
| 3. o | 10. b |
| 4. g | 11. d |
| 5. m | 12. f |
| 6. n | 13. k |
| 7. j | 14. a |
| | 15. c |

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Industrial Companies Set Up Laboratories, Offer Customers Advice on Developing Special Items

If you need a new product, just ask us. That's the "sell" of suppliers who are learning a direct way to an industrial purchaser's heart is to answer his plea for more new and better products and services.

Solving customers' technical, production, and cost problems is thus becoming a full time job for many companies. Turning more

and more to research and development programs to outrun their competition, they have found it pays off in valuable lines of new products as well as satisfied buyers.

With corporate expenditures for straight research and development climbing, some companies are organizing additional services to fill special industrial customer

needs. Here are some of the most recent efforts which companies are making in that direction:

Chicago—Johns-Manville last month expanded two of its research centers to help customers develop new products to their own specifications.

"Custom-engineered materials" is the way Johns-Manville spokesmen describe the new facilities announced at the opening of the new J-M Dutch Brand plant here. Specializing in specialization, J-M assigns specific scientific teams the responsibility for developing a needed product as well as the process and special equipment or

machinery needed for fabrication of the product.

Close cooperation between customer, research, production, and sales representatives during all stages of the product development is emphasized.

Toledo—Electric Auto-Lite Co. sees its new "cost reduction service" as a major selling point among manufacturer customers for its products. A new program just activated packages research, engineering, and production resources of Auto-Lite to provide special product improvement and cost reduction. Seen as an important part of the program is a

number of product and production improvements in the manufacture of generators, starting motors, ignition systems, small motors, and related products.

New York—Air Reduction Sales Co. has announced establishment of a Special Products Department in an effort to bridge the gap between pure research and industrial application of Air Reduction's research. The company said selected products requiring specialized engineering assistance in application will be made available for industrial use as they are developed by Air Reduction.

PURCHASING WEEK

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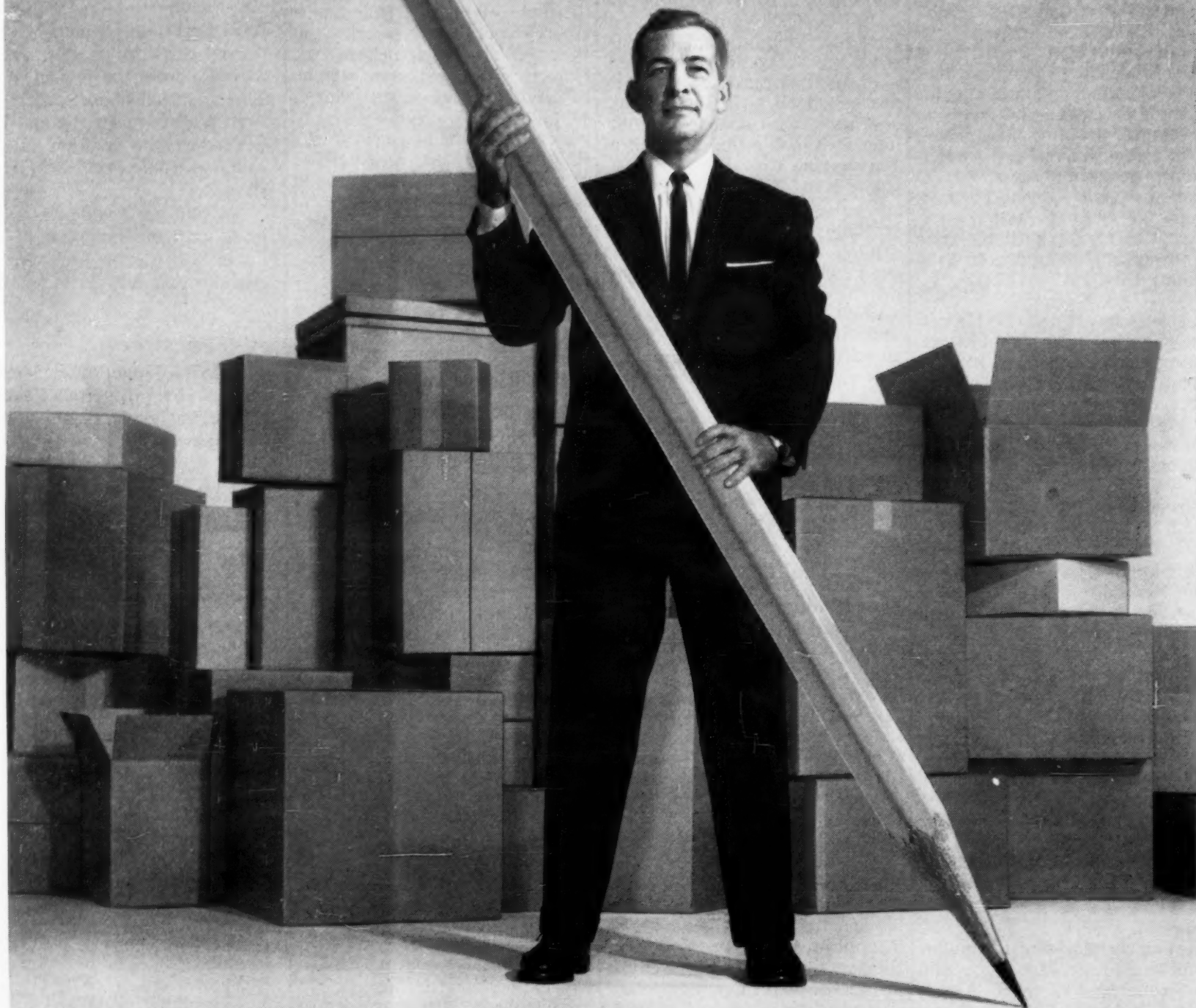
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GAYLORD
CONTAINER CORPORATION



HEADQUARTERS, ST. LOUIS
PLANTS COAST TO COAST

DIVISION OF **Crown Zellerbach Corporation**



Purchasing Perspective

DEC. 22-28

(Continued from page 1)

- A workable pre-purchase analysis and quality control system.

(Editor's Note: Most of this P.A.'s requests will be answered in one swoop. St. Nick put in for a year's subscription to Purchasing Week.)

Not much time remains, but there still may be a chance this year to take advantage of new tax relief provisions affecting the purchase of new machinery and equipment. They were included in the Congressional tax law overhaul put through last summer (P.W., Aug. 25, p. 1 for details). Briefly, the bill allows you to take first year writeoffs of up to \$2,000 (20% on certain capital equipment purchasers up to \$10,000), plus the depreciation allowance normally allowed.

Longshoremen removed their ban on handling shipping containers at the New York docks last week, thereby postponing a showdown on the issue until late next year. Meanwhile, shipping men are hoping stevedores will ease their fight against cargo handling automation. Most shippers see containerization and automation as a boon to more stevedore jobs, not fewer as feared by the I.L.A. (P.W., Dec. 15, p. 22).

Prior to World War II, nearly a score of U.S. steamship companies operated 139 ships in the Atlantic and Gulf Coastal trade. Today, only two companies remain with a total of 12 ships. Most were forced out of business by competition of rails, trucks, and barges with higher longshoremen wages also playing a part. As one steamship executive put it: "Containerization is one thing that will help save jobs for longshoremen, not put them out of work."

Conn. Adopts Quality Control

(Continued from page 1)

uct he plans to buy will meet necessary specifications.

"It was quite a job setting up a program of this type," Magnuson told PURCHASING WEEK. "But I'm sure it will be worthwhile. It holds a great deal of promise."

Under the new system, only manufacturers who have the names of their products listed on a "certified products list" prior to bid opening will be considered for an award.

To set up the pre-purchase machinery, Magnuson sent letters to makers of non-food products several months ago informing them of the program and inviting their participation. He wrote:

"It is the intent of the purchasing division of the State of Connecticut to establish, by means of manufacturers' certifications, lists of products which are acceptable for future purchase and use. The certifications will be based on compliance of a manufacturer's product with applicable specifications."

With the letter was a product certification form. The manufacturer had to state whether his product would meet a given spec, identify the product by name or number, and then have the form notarized. It then became a legal document.

This program will give us greater assurance that we're getting what we ask for," the state P.A. explained. "Of course, on a large-volume purchase, we still have the product tested. It depends on the volume of the purchase as against the cost of testing."

"We don't feel any manufacturers will send us a false statement about their products. Then too, we've already seen where

competition among firms acts as a policing agency. They watch each other pretty carefully."

For food products, Magnuson has a similar but more elaborate method of drawing up a certified products list. He does it through "psychometric testing."

As he put it, "psychometric testing of food products involves establishing acceptance of those products which, by means of human reaction, are found to be responsive to the palatability pleasures of the consumer."

Six test panels, comprising 10 persons to a panel, are set up in different parts of the state. All the panels test the same product at the same time and rate it in the following manner:

1. Dislike extremely; 2. Dislike very much; 3. Dislike moderately; 4. Dislike slightly; 5. Neither like nor dislike; 6. Like slightly; 7. Like moderately; 8. Like very much; and 9. Like extremely.

The final preference rating for each food product is the average of the individual ratings of the panel members. Only products which equal or exceed the final preference rating of "6" will be considered as being acceptable.

"We have only started setting up a list of food products which will be acceptable," Magnuson explained. "As you can see, it takes time to test products under this system."

Industrial Production Up

(Continued from page 1)

came in the durable goods sectors. The index here jumped by seven points above last month, while the non-durable goods index rose only one point in the same period. The total industrial production index was up two points from the year-ago level and 18 points above the low of 123 set during the recent recession.

Ex-Purchasing Men Head Electronics Firm

(Continued from page 1)

their product line still further next month with acquisition of two Phoenix, Ariz., firms.

The deal will add diodes, tantalum capacitors, and other solid state devices to a broad list of electronic gear which includes various control and communications systems, power equipment, magnetics, and air navigational aids.

"Material represents one third of our billing dollar," Petersen told PURCHASING WEEK, "and I feel very strongly about the importance of purchasing in the corporate picture."

Under Special Division

Topp thus has organized its procurement under a special material division. The director, W. B. Miller, works in close association with Gira and Petersen. One of the division's main functions is to build toward an order desk technique to cope with modern day complexities of procurement.

Gira and Petersen, who struck out for themselves after attaining high level purchasing posts for major aircraft companies in Southern California, believe ways must be found to deal with problems brought on by technological advances, weapons systems concepts, and cost-plus-fixed-fee contracts.

"We will listen to anybody who has something to offer," said Petersen. And Topp has found this "open door" purchasing policy most effective. Coupled with a knack for recognizing a good idea when it comes through the door, this receptive attitude has proved profitable in developing wide and reliable supply sources.

Small Vendor Still Important

Gira and Petersen often give particular ear to a small vendor whose firm may abound in knowledge and knowhow but which lacks financial where-with-all. Neither will reject doing business solely on grounds that a vendor lacks capital. On the contrary, both men feel strongly that "companies of our size have a responsibility and a duty to smaller firms."

In some instances Topp has guaranteed a firm a given amount of business each month, a gesture which enabled a capable but financially strapped firm to obtain a bank loan and proceed with production. On occasion Topp will supply potential vendors with raw materials or pay a cash advance to help them over economic hurdles.

Topp does not feel this apparent largesse is in anyway philanthropic. By helping strengthen a small subcontractor, Petersen feels he is helping secure the position of Topp, which simply doesn't want to miss any opportunities that could lead to turning out a better product faster and more economically.

The recent case of William and Ruth Marantette is an example. These two engineers, working in a garage workshop, approached Topp with an idea. The company provided cash. In recent weeks, Topp was able to announce that the Marantette Micro-Path control system would enable automation of machine tools for continuous contouring without the aid of computers.

Also capable of utilization in point-to-point positioning, the device is claimed to cost about 1/3 that of previous machine tool systems.

Here are some other Topp procurement policies and procedures:

- The company has established a special study program under the material division, involving regularly scheduled round table discussion of purchasing problems. Procurement case histories of Topp and other industries are scrutinized. Legal meanings of contractual terms are reviewed. Speakers from the company's avionics, communications, an industrial control divisions are called on to discuss such matters as reliability and quality control.

Analyze Vendor's Goods

- When a vendor delivers merchandise not up to specifications, Topp makes a complete analysis to determine the trouble source and try to correct it. Knowledge gained from analysis is passed on to the vendor and made available to new vendors, a policy which has resulted in improved purchasing efficiency.

- Believing purchasing benefits if the engineering staff is familiarized with new products vendors have available, the firm urges twice monthly meetings at which salesmen can exhibit and explain new developments to Topp's engineers.

The careers of Gira and Petersen followed parallel trails. Gira joined Douglas Aircraft in 1939 and served as chief P.A. for its western division. In 1948, he founded his own firm, Bonner Machine Works.

Petersen, starting as a junior buyer with North American Aviation's Inglewood division, worked his way up to general purchasing agent for the division. He founded his own engineering service company in 1951 under the name of Topp Industries. Union of Topp's engineering and sales talent with Bonner's manufacturing capabilities jelled in 1955 as a result of Gira's company providing production facilities for an angle-of-attack system engineered by Petersen's engineering firm.

As for the future, Petersen says, "I hope our company can go into a full-scale program of procurement research."

Purchasing Agents Better Buyers But not for Family Christmas Gifts

(Continued from page 1)

shopping poses problems never encountered in the office.

For example, there's the "what will I get and who will I forget?" angle. Then too, the wife must have her say.

"On the job, you know what you have to buy and the range of selection is usually very narrow," explained Frank Newbert, general purchasing agent for American Brake Shoe Co. "You merely buy a product to perform a specific function."

"But when buying for the family, there's such a broad range of things to select that it's difficult to make a decision. However, when I pick the item I tackle it the same way I do my purchasing job—the best quality for the best price."

"Sharper Than I"

Then Newbert added: "There's one thing that gets me when Christmas shopping with my wife. Even though I buy for a living, she thinks she's a sharper purchasing agent than I am."

Jim Chorlton, P.A. for St. Regis Paper Co., has a wife with the same idea. But he agrees with her, with reservations.

"When it comes to buying clothes for the children, for herself, and even for me. I give her a free hand. In fact, I'll be getting a new suit this Christmas, and I'll definitely take her with me to buy it. She's got a good eye for material style, and also cost."

Chorlton finds his purchasing experience comes in handy when playing Santa, too. "On the big items, like a bicycle for instance, I usually get three prices. I also hit the discount houses until I'm satisfied I have the best for the least."

For a governmental P.A. like Fred Hoppler, who purchases for the town of Valley Stream, L. I., Christmas shopping gives him an opportunity to test one of his

seldom used skills.

"Town laws require me to purchase through competitive bids," said Hoppler. "But when I'm out buying things for my wife and three children, I try to negotiate a purchase as often as possible."

He felt that buying gifts for his family and friends was not too difficult a job "after you decide what you're going to get. I set my mind on something and then launch into comparative shopping. I look for good quality at the right price, but I must admit that frills sometimes set me off my course."

That's the fault Bob Gollum, P.A. at Socony Mobil Oil Co., finds with his wife during their yuletide shopping tours.

"I'm a nuts and bolts buyer, real down to earth," he explained. "My wife's a bright lights buyer. She's attracted by fancy lace and frills which just naturally cost more."

Besides the problem of deciding what to buy for his family, Gollum feels another big problem is time. "I guess most purchasing men have a heavy schedule as I do and find it hard to get away to gift shop."

"Although I usually shop the way I buy in industry, at Christmas I sometimes find myself buying on trade names and for convenience."

R. M. Dwyer, director of purchasing at Metallizing Engineering Co., Inc., Westbury, L. I., likes to play Santa but prefers leaving the "heavy" Christmas buying to his wife.

"When it comes to personal buying, I think women are much better at it than men," he commented. "They have more time for it and therefore go into it deeper than men can."

When he does accompany his "better half" on a shopping spree, she complains about "my attachment to the company," Dwyer said.



SOME OF WITNESSES at hearing were J. Frederick Weston, left, economics professor at U.C.L.A.; John P. Lewis, Indiana University economist; George P. Hitchings, chief economist Ford Motor Co.; Walter D.

Fackler, assistant director economic research, U. S. C. of C.; Ben Seligman, research director, Retail Clerks International Association; and Peter Henle, assistant research director, A.F.L.-C.I.O.

Congress Finds No Price Solution

(Continued from page 1)
setting up a price notice system.

Continued emphasis on inflationary roles of federal farm-mineral price supports, labor's wage bargaining strength, and industrial resistance to lowering prices.

The committee, headed this term by Rep. Wright Patman (D.-Tex.), heard from 24 top economists from labor, industry, and academic circles during the week. But throughout the lengthy testimony, it was obvious the committee members already were looking ahead to next year—with one eye cocked on the White House and the other on the 1960 presidential elections.

Few of the covey of economists came up with any program for checking wage-price spirals. They failed even to agree whether it was a serious problem.

Professor John P. Lewis, Indiana University, said—and many of his fellow witnesses agreed with him—that the creeping inflation of the past several years was not so serious as had been made out. He felt that many of the cures proposed might be worse than the illness by restraining demand and causing unemployment.

George P. Hitchings, Ford's chief economist, claimed that raising productivity is the only way to stop inflation.

In general, labor economists were more receptive to new government powers to put the lid on inflation. The business and academic experts called instead for a strengthening of present monetary and fiscal controls.

Solomon Barkin, research director of the Textile Workers of America (A.F.L.-C.I.O.), advanced an 11-point plan which might turn out to be the nucleus of a Democratic anti-inflationary platform next year.

Included in Barkin's list was federal incorporation of large firms; variable depreciation allowances to regulate capital investment; a federal board to hold public hearings on proposed price increases; federal low interest loans to groups adversely affected by tight money policies; and authority for federal allocation of key materials such as steel in boom periods.

Nat Weinberg, a United Auto Workers economist, testified Congressional review of planned



FOLLOWING HEARING is chairman Rep. Wright Patman (D.-Texas) left. Others are James Knowles, staff economist; Rep. T. B. Curtis (R.-Mo.).

price boosts would impose self-restraint on both union and management—plus stem inflation. Senator O'Mahoney said he's going to press for passage of a bill he first introduced ten years ago to have large corporations give the Commerce Department six months advance notice of any price increases. The law would apply to corporations which control more than 50% of the business "in commodities the American consumers need and use." The government would not have power to reject increases, but the hearings might bring on public pressure to do so.

Among those who repeatedly urged new thinking on the subject was Princeton Professor, William J. Baumol. He suggested, as a starter, that a penalty tax be levied against firms who raise prices during a period of recession.

The fact that the committee study failed to come up with any concrete program to head off the upward march of prices was a big factor in Senator Johnson's call for a new investigation. Two other Congressional price investigations over the past two years—chairmanned by Senator Estes Kefauver (D.-Tenn.) and Senator Harry F. Byrd (D.-Va.)—also failed.

Lift Container Embargo

(Continued from page 1)
tuted container operations since October, 1956. That date marked the start of the present I.L.A. contract which runs until next September.

Lifting of the ban was negotiated by a port labor arbitrator.

Aerial Photography Used To Estimate Stockpiles

New York—Purchasing agents who must inventory bulk materials, such as coal and gravel, are being offered an easy way. A Long Island firm of consulting engineers is using aerial photography.

Consolidated Edison Co., building supply firms, and the U. S. Government are using the aerial approach as a cost saver. Outdoor stockpiles of coal, sand, gravel, and other materials are often quite costly to measure on the scene at ground level.

Lockwood, Kessler & Bartlett, Inc., a Syosset, N. Y., engineering consulting firm, determines the quantity of material on the basis of a 3-dimensional interpretation of the aerial photographs.

'59 Seminar Program Expanded by A.S.T.E.

Detroit—The American Society of Tool Engineers is expanding its annual program of technical seminars for 1959. A series of ten full-day sessions in seven cities will cover latest developments in theory and problem technique in plastic tooling, metal-cutting methods, tooling for metal parts, optical tooling, numerical control, and manufacturing economics.

An A.S.T.E. announcement said the seminar series will open Jan. 28 in San Francisco. Other sessions will be held in Los Angeles, Philadelphia, Chicago, Hartford, St. Louis, and Milwaukee.

American Motors Tells Suppliers Of Buying Policy; Offers Support

(Continued from page 1)
needs in keeping ahead of the big three and others with their future small car programs."

But in return for this promise of a major market, Romney made it clear American Motors no longer would be satisfied with secondary access to product development by suppliers. He demanded equality with the big three.

"We are not unaware that this has not been past practice," he declared. "We are not unaware of the tendency to give the development to firms in order of size, and for a long time we were low man on the totem pole."

Romney said A.M.C.'s expansion from 330,000 to 440,000 units will be made within the scope of present manufacturing operations without moving into the fields served by present suppliers.

"We believe your specialized research, engineering, production, and management skills in your particular lines can in the long run generally surpass the contributions of a highly integrated but diversified organization."

He said A.M.C. was depend-

ing on its rising volume and "relatively low-cost existing facilities" of suppliers to produce more efficiently "than we could produce with new facilities of our own."

Other purchasing policy points stressed by Romney included the following:

- Make-or-buy: "If we become dissatisfied or consider it desirable to manufacture an item ourselves, we will first discuss the subject directly with the source and endeavor to make mutually satisfactory arrangements so that to the extent possible you will not be left with unused facilities."

- Except for emergencies, A.M.C. purchasing will continue on the basis of identical terms and piece-price competitive bidding from "reputable firms including the parts divisions of the big three."

- In awarding bids, all factors will be considered, including quality, dependability, service and price, and "not merely the lowest bid." But "with all other things being equal, the lowest quotation will be accepted. However, purchasing sources will not be changed solely because of minute differences in price."

Rising Auto Market to Affect Many Products; Demand, However, Varies

Detroit—If you're in the market for any of the host of industrial commodities that are normally purchased by the automobile industry, Detroit will offer you increasing purchasing competition during the coming year. That means a firmer trend for commodities such as steel, plate glass, rubber, lead, and nickel—items where automakers are the nation's biggest industrial buyer.

5.7 Million Auto Year

The reason behind this is PURCHASING WEEK's projection of a 5.7 million auto year in 1959. That will be about 34% above this year, the worst production year since 1948. The expected boost in auto output next year stems from the following:

- The new 1959's seem to have caught on with consumers. Despite recent strikes, preliminary sales reports from General Motors, Ford, and American Motors indicate sales are running well ahead of year-ago totals.

- Consumers are in an excellent financial position to purchase the new models. Latest figures on automobile credit outstanding shows only \$4.2 billion—a drop of 8.6% from a year ago, and the lowest level since May, 1956.

In a Purchasing Mood

- General improvement in the economic outlook has put consumers in a purchasing mood. The recent University of Michigan consumer research pool indicated that some 42% of consumers who make over \$5,000 annually expect their incomes to be larger in 1959 than this year.

Past experience has shown that expectations of higher income are closely correlated with big-ticket consumer goods purchases.

The success of the Rambler and continued sales increases for foreign cars has finally forced Detroit's hand on production of small U. S. models. The imports will account for close to 400,000 sales units this year, and the 1959 total should pass 450,000 cars. Result: The "big three" have given the green light to production of their "economy" units.

Ford with '59 Production

Ford has committed itself to fall, 1959 production. The new entry will be offered in several four-passenger body styles with a six-cylinder engine mounted in the orthodox position. Chevrolet also schedules a mid-fall introduction of its compact model while Chrysler is firmly committed for sometime during mid-1960.

More Aluminum in Cars

For the longer run, shifting automobile needs will have a major effect on the commodities you buy. Aluminum makers are looking forward to the tripling of aluminum content per vehicle within three or four years. One big move along this line will be the introduction of aluminum blocks in standard-sized cars. Chevrolet will launch this innovation in its forthcoming small model.

On the other hand, Detroit will be cutting down on its purchases of copper, lead, and zinc. This is especially true when one considers that content per car losses by these metals may be accelerated by the development of a "small, compact" car by the "big three."

In the non-metal fields, makers of synthetic fabrics, plastics, electronic components, and glass can all look forward to increased sales to the auto industry in the near future.



H. J. Haughton, Vice President and Controller, Jones & Laughlin Steel Corp.

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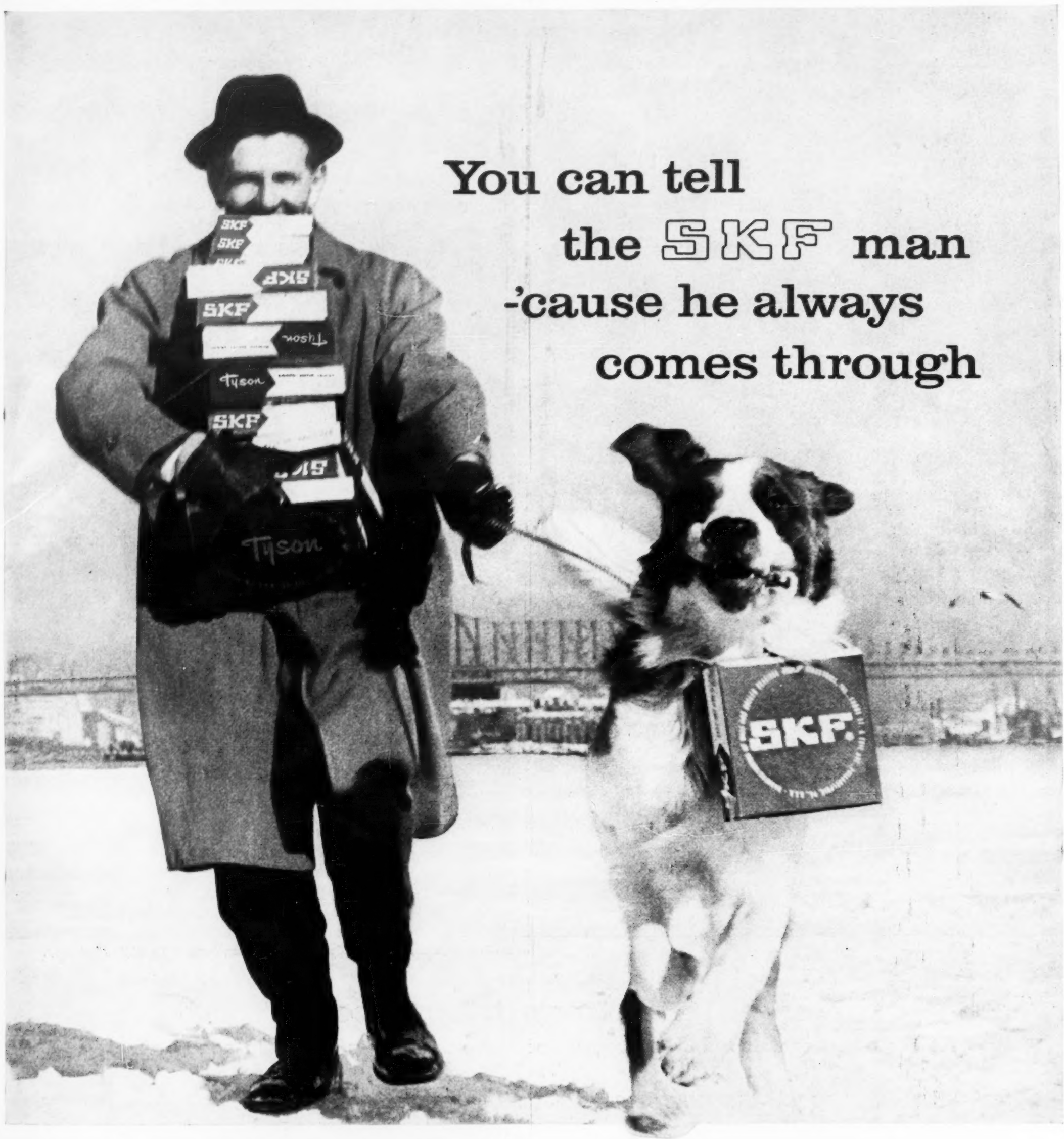


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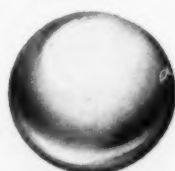
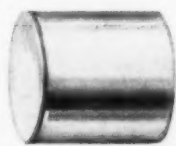
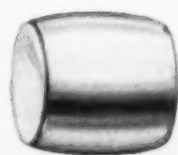
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